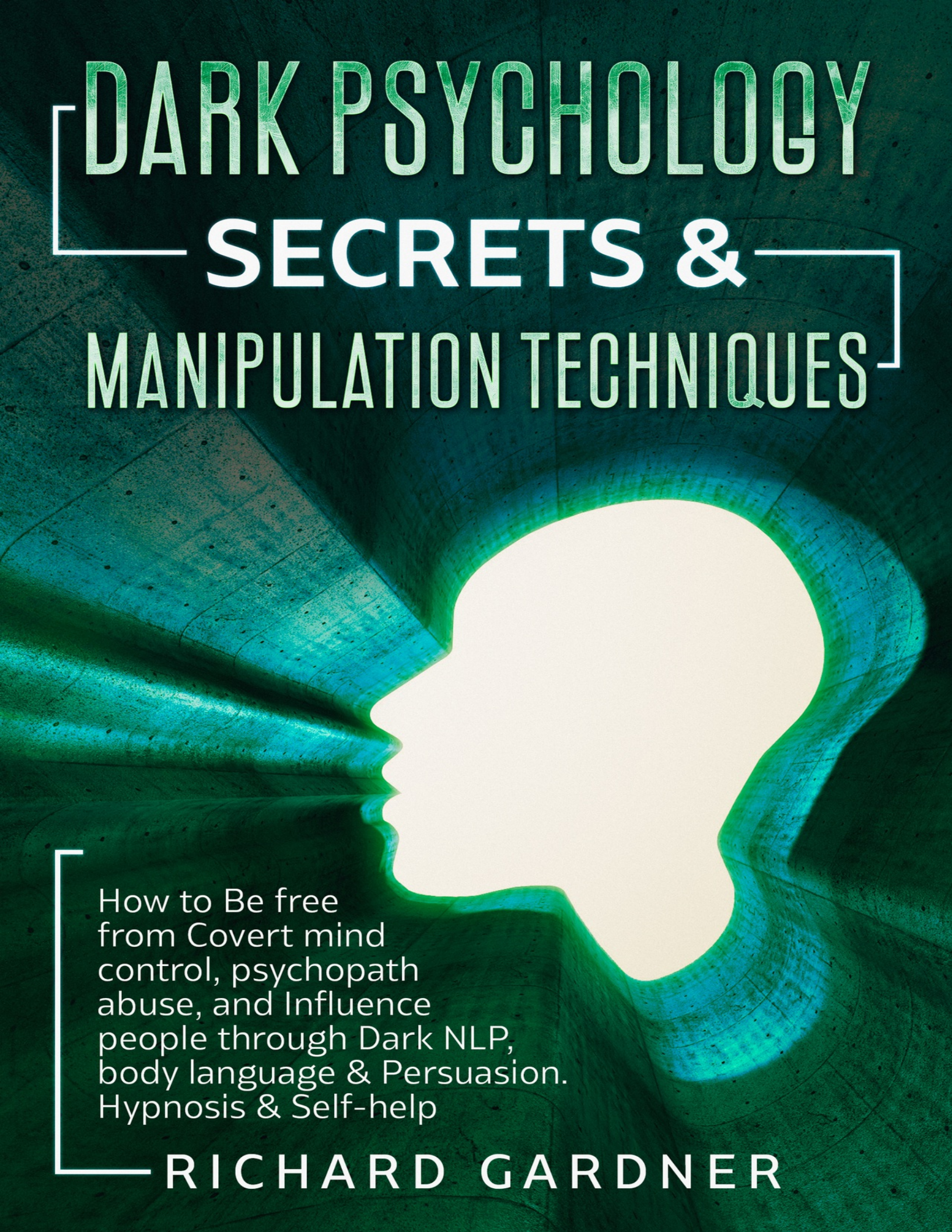
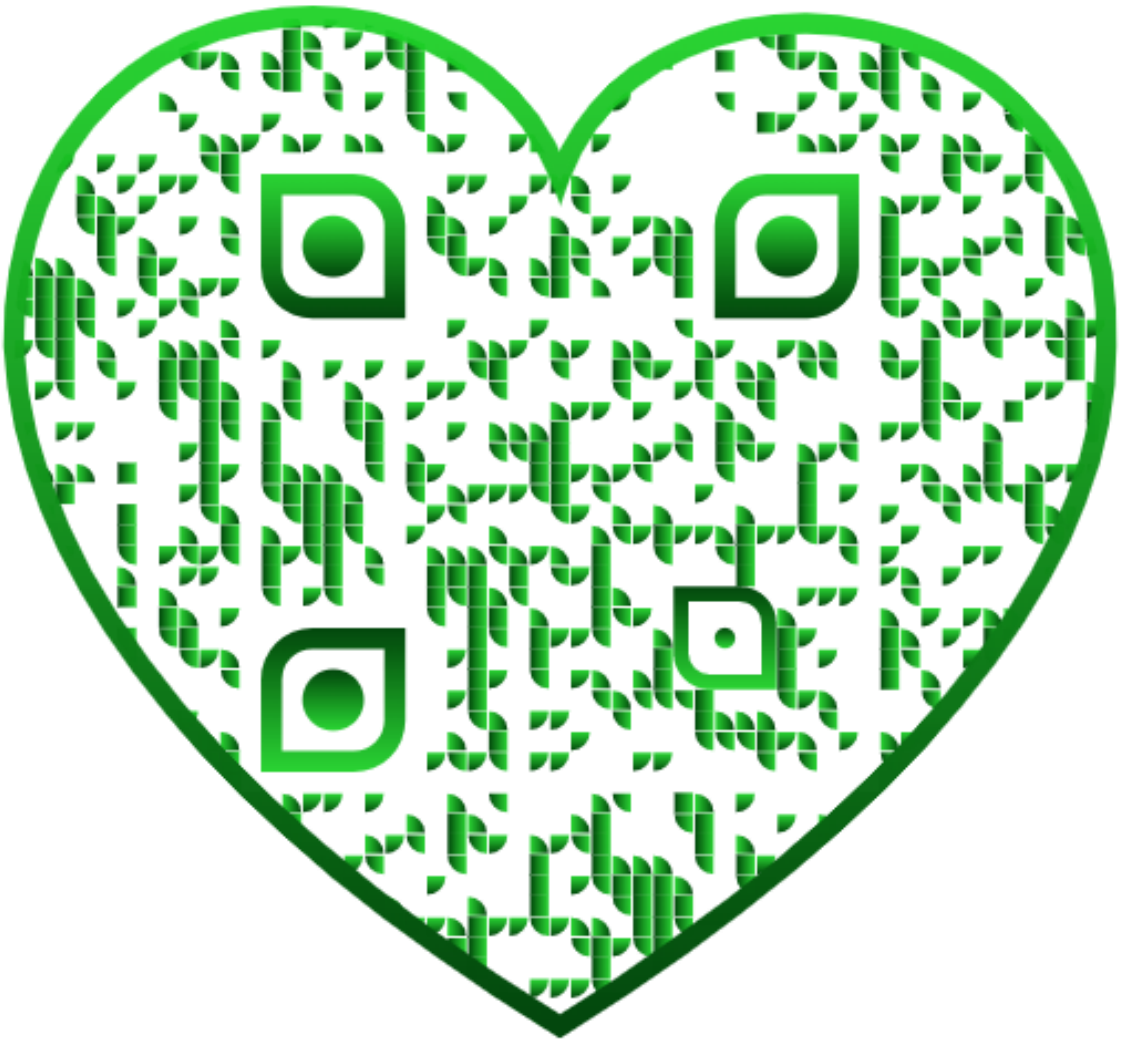
DARK PSYCHOLOGY SECRETS & MANIPULATION TECHNIQUES



How to Be free from Covert mind control, psychopath abuse, and Influence people through Dark NLP, body language & Persuasion. Hypnosis & Self-help

RICHARD GARDNER



DARK PSYCHOLOGY SECRETS & MANIPULATION TECHNIQUE:

HOW TO BE FREE FROM COVERT MIND CONTROL, PSYCHOPATH ABUSE, AND INFLUENCE PEOPLE THROUGH DARK NLP, BODY LANGUAGE & PERSUASION. HYPNOSIS & SELF-HELP.

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PART 1:
Introduction

In this book, you will find a trove of information based on the most current and up to date knowledge regarding psychology and manipulation techniques. If you are keen on learning more about this topic, then look no further. You have come to the right place.

When most folks think of the term “dark psychology,” they often think of sorcery and witchcraft. However, dark psychology isn’t about using magic spells and chants to control people’s minds. That’s hardly the objective of this book. This book is intended at looking and tried and true aspects of human psychology which can be used to your benefit.

Hence, the utilization of psychology for your personal benefit is where the term “dark” comes into play. Since we are not looking to learn techniques that can help people recover from the trauma of other complex issues, this book takes on a “darker” tone.

Indeed, knowledge in the way dark psychology works will enable you to advance your own agenda in such a way that you will be able to read people effectively while understanding what motivates them most of the time.

This volume is intended for anyone who is interested in learning more about this topic. There is no need to have and advanced psychology degree in order to understand these concepts. In fact, the effectiveness of these concepts lies in their simplicity. The use of dark psychology makes the old adage, “the simplest answer is usually the right one” ring truer than ever. So, don’t be surprised if the information that we will be discussing seems far simpler to understand that you had initially thought.

Ultimately, it’s up to you to decide how you want to approach this subject. If you are keen on learning more about it for the purpose of instruction and enlightenment, then you will surely find key insights that will help you see the world in a different light. If you are thinking about implementing these tactics for your own, personal pursuits, then that’s also perfectly valid.

The most important thing to keep in mind is that these are powerful tools. So, they should be treated as such. Therefore, do take them at face value, especially since only a privileged few really comprehend the way that they can be implemented for the purpose of making their objectives come to fruition. As you read through this book, you may feel that the people who implement them are evil. Perhaps that might be true. But the truth is that they are people who want to get ahead regardless of the cost it represents to others.

Moreover, it0's always important to keep a skeptical mind when thinking about how these tactics are implemented in daily life. There are a number of folks out there who appear to be one thing but secretly have a hidden agenda. These agendas hardly manifest in broad daylight but certainly come to light when placed under closer scrutiny.

That's where this book will help you get the most out of your efforts. The more you are able to question everything you see around you, the easier it will be for you to get down to the core of why things are the way they seem. You will also begin to understand why certain people behave in a specific manner, and perhaps the most revealing part, certain people who you thought were acting because they didn't know any better, are doing it on purpose.

When reading this book, try to keep an open mind at all times. Some of the techniques that we will be describing may seem somewhat outrageous, but the fact of the matter is that they work. This is why they are commonly used by advertisers, politicians, religious cults and anyone looking to take advantage of unsuspecting victims. That is why we are keen on revealing the way these tactics work in a manner that is digestible and easy to follow.

Chapter 1 What is Dark Psychology?

It is rightly said that ‘Knowledge is Power’. If that is true, then if you know about human psychology then that is not less than having superpowers.

First, let us understand what psychology is before knowing about dark psychology. Psychology is said to be a study of behavior and mind. It is a complete study of mind, how does it work and affects behavior. Researchers also say that psychology also comprises of understanding how people act, feel and think. People who are well versed with psychological principles have a golden key to influence people and obtaining this key is not an easy task.

Although it is not easy to define psychology in one definition if we talk in short, it comprises of a deep understanding of thoughts, feelings, motivation, development, emotion, personality, thoughts and social behavior. Not only this, psychology bounds to just you, in this, you get great learning on why do people behave as they do and other elements which impact human behavior and mind.

There are many goals of psychology such as-

- To Describe
- To Explai n
- To Change
- To Predict

By now, it must be very clear to you what psychology is. Now, let us know in-depth about what dark psychology is. It is the art and science of mind control and manipulation. Most people say that dark psychology is the prodigy trough which people use strategies of persuasion, motivation, control, and pressure to get what they desire. Some people think of dark psychology as a defensive measure and try to remain ignorant towards it. But there are always many good ideas and principles in dark psychology which can be used to get ahead in both your personal and professional life!

While studying dark psychology, I got to know more about it, which are its traits. There are 4 triads. Which mostly are referred to criminologist and

psychologist pinpoint as it is a very easy predictor of firstly criminal behavior and secondly for problematic relationships. Let us know about the 4 triads in detail-

1) Narcissists- They are pompous self -promoters who crave attention every time. Many times, you must have come across people like these who would seek attention in whatever work they do. Mostly these people have egotism and lack of empathy.

2) Machiavellianism- These people are said to be a master of manipulation and diplomacy. They have such traits that they would cheat you out of a thing which is very valuable, and you would not even get to know. They usually do white-collar crime and are far above from the narcissists in terms of manipulation. These people mostly believe in exploiting people and also have no sense of morality in them.

3) Psychopaths- They are the most hateful ones, they score really high on scales of impulsiveness, pompous, callousness and manipulation. Hence, they are the darkest ones and most wicked. They mostly harm other people without even thinking about what the other person would feel. They are very impulsive and get violent very easily if someone gets in their way. There are many psychopaths whose trait lands them straight to jail. The side which most people would not understand by meeting them first is that they are very much socially adept. As they have the advantage of their anxiety in which they are least bothered about others opinion, they do pretty well in job interviews and have the willingness to prove themselves the best in the first meeting. These people are selfish, remorselessness and impulsive.

4) Sadists- They have all the above traits along with being insensitive. They are different from the above as they enjoy being cruel. These people usually get attracted to a job like police, military, etc. as there they can easily lawfully harm people.

These were the 4 major triads of dark psychology, let us know about some other traits which many people use on a daily basis-

Lying- In this people tend to say partial truths or tell others stories which are not true.

Not only this, we try to exaggerate things at times to get rid of scolding, seeking attention, etc.

Love Flooding- This is a very common thing observed especially in professional life. Buttering people and trying to please them and giving compliments just to make some request or for promotion or just for being in the good books of someone.

Love Denial- Not seen very much, but some people detain affection and attention. These types of people intentionally suppress affection in them and do not show love even when needed.

Choice Restriction- This trait is used not even in professional life but in personal life too. In this people give such choice options which might distract the other person to choose something that you do not want him/her to make. Which means that either they would hide the option or may complement the other options so much that they get distracted and do not choose what you want .

Withdrawal- This is something that most of the people do which is avoiding people you do not like or just staying silent and not talking much with them.

Reverse Psychology- This is something very wicked that people do. In this, a person tries to convince others or motivate them to do or say something opposite which you want them to do. Here the other would react negatively because of this trait and does what you exactly want.

Semantic Manipulation- In this, people use words or statements which have a common definition or meaning and later on you realize that they had a different meaning instead. Which means focusing on words and understanding their right meaning is very important.

So, these were the common tricks and traits which most of the people use in their daily life. As now you are well aware of them you can be cautious and diligent when someone tries to use them on you. This is how dark psychology works and how people use it.

Well, most of us come under the umbrella of dark psychology, some come knowingly and some unknowingly. It is very much easy to fall under this category to achieve our goals and fulfill our dreams. Few learn this when they are kids from their parents, some in school or when they are a teenager from their peers and some of them learn when they become adults according to the situation and to grow.

Numerous people using these traits unknowingly and when it works, they get

used to it and start applying it in the situations from where they can benefit. Not only these many people take training on it, but especially people from sales and marketing department also take these type of training. Also, they are being taught that there is no harm in it; as in the end, it would benefit the end customers.

Chapter 2 Dark Psychology Techniques In Society, Mass Media, Internet, Social Network

Psychology

Thus far, we have talked about techniques that are used in dark psychology. Indeed, we have only skimmed the surface as there is quite a bit to discuss when it comes to manipulation tactics. You will find that some of the techniques we will get into a very common and rather overt while others are rather subtle and go unnoticed. In fact, some of these tactics are so subtle that you don't even know they are there; but they are. They will find a way to make it into your mind.

So, in this chapter, we are going to center on some of the most common but effective techniques out there. You will find that this discussion is rather detailed and aimed at providing deep insight into the ways that these techniques are effective.

Now, the reason why dark psychology techniques are effective lies in the way they interact with your psyche. The human psyche is structured in such a way that it is capable of filtering out stimuli that somehow don't conform to the patterns, beliefs and values that permeate the psyche. For instance, if you believe in peace, your mind will reject any notion of violence. By the same token, if your mind is centered on greed and avarice, you may place very little restrictions on schemes aimed at getting money.

However, the subconscious mind, the layer that exists beneath the conscious mind, is unfiltered but equally able to process the stimuli that enter it. This is why the manipulator's true goal is to access your subconscious and implant ideas at that level. When that happens, the chances of ideas and beliefs sticking are very high.

This is why advertising is so repetitive. Think about it. If you only head an advert once, the chance of you recalling it would be very slim. However, if you hear adverts over and over, there will come a point where your conscious mind will stop putting up a fight. When that occurs, the message can seep through into your subconscious. This is the secret of brand positioning. So, if

you think advertising, at least good advertising anyway, is about selling stuff, guess again. Good advertising is all about getting you to constantly think about a brand or a product.

Persuasion

Earlier, we talked about how persuasion is the act of convincing someone to do something. In order to for persuasion to work, your tactics need to somehow resonate with your target audience. For that to work, your message needs to reflect the values and beliefs of these folks.

So, your argument and reasoning could be so compelling that your logic would be undeniable. But would that still be enough to get people to do what you want? What if you are the best candidate for a job but the company decides to hire someone else anyway?

These are the considerations that persuasion looks to deal with. Persuasion works when you are able to resonate with the target audience in such a way that you evoke feelings in them. A simple example may be a political candidate going into a town that’s desperate for jobs to unveil a plan to create more jobs. This would be a rather overt attempt at getting folks to vote for them. And while folks may be skeptical about the candidate’s ability to actually create jobs, they may feel compelled to vote for them out of desperation and hope.

Another powerful emotion that you can trigger is fear. Any time fear is evoked in people, their primal survival instincts kick in. This might compel people to go along with you simply because they fear the outcome if they don’t. While this may also be associated with coercion, the fact of the matter is that your ability to trigger these feelings will allow you to get ahead.

Manipulation

However, persuasion doesn't always work even when you are able to trigger emotions. In such cases, you may have to take things up a notch. In this case, manipulation becomes the most immediate means at your disposal.

Manipulation can be as blatant as you would like it to be. You can be quite overt, that is, do very little to conceal your true intentions, or you can be much more subtle. The fact is that it depends on the situation you are in. There are times when you can be overt while other times you can be very subtle.

Consider this situation.

A supervisor knows that many of the workers in their department are desperate for jobs. They really need their income and will do just about anything to keep their current job. Knowing this, the supervisor will coax them into working overtime on a regular basis. Sure, they are paid for their overtime, but the truth is that they are being exploited. However, the workers will say very little because they need the job. And even when they know they are being exploited, they have little choice but to go along until they can find another job.

Another good example of manipulation can be seen in relationships. One partner can manipulate the other by using statements such as, "no one else can love you as I do." This is rather overt manipulation. As such, the victim, over time, will internalize the fact that there is no one else that will love them in the same way. This can lead to creating a type of dependency among partners, thereby limiting the will of the victim.

Emotional Manipulation Techniques

Emotional manipulation can happen at various levels. We have already discussed how fear is a very powerful emotion. But that's not the only one. How about greed? That works just a good as fear. People who are driven by ambition can be easily had with statements such as "think of all the money you could make." Such a statement would drive a greedy person over the edge.

By the same token, if you're dealing with someone who is overly frugal, a statement such as "think of all the money you could save" would hit their sweet spot. The point here is that you need to know the person you're dealing

with in order to make your manipulation attempts ring true.

So, let’s take a look at some emotional manipulation tactics which you can use in a given situation.

The Bait and Switch

This technique is predicated on a person pretending to be someone they are not until they get what they want. For example, a person who is interested in gaining something from another may pretend to be romantically interested in this person. The victim, who is desperate for love and affection, will go along with the hopes of entering a meaningful relationship. The manipulator then gets close enough to their target until they extract the benefit they seek. Once the manipulator gets what they want, they pull the bait and switch; that is, they revert to their true self.

This type of technique is used to prey on the emotional needs of a person and is not limited to romantic relationships. This can also occur when a manipulator senses that someone is desperate to make money. The manipulator then uses this need to manipulate the victim with the promise of easy money or a steady income. The victim goes along only to be defrauded at some point.

In a manner of speaking, the manipulation takes place every time the manipulator is able to strike a chord with the victim. The victim falls prey for the empty promises of the manipulator until either the manipulator reveals their true self, or just moves on.

The Blame Game

This is very common in the workplace. There are folks who are experts at pinning everything on someone else. For instance, when something goes wrong, the manipulator will find a way to shift the blame to someone else. The ablest manipulators are able to produce compelling evidence against others thereby clearing their name of any responsibility. Then, there are folks who are just full of excuses for the shortcomings. These folks tend to wear out their welcome quickly and need to move on sooner rather than later.

The blame game can happen in relationships, business dealings, and politics. Politicians who find someone else to blame for the problems happening in their country often present themselves as saviors and heroes for their people. They are the ones who have a solution for everything, yet when you drill

down on their track record, they really don’t achieve much of anything.

Guilt

Guilt is one of the most powerful manipulation techniques known to humankind. Guilt can be used to manipulate people by making them feel inferior for the help and support they have received at some point. Guilt can also be used to get others to feel inadequate for a condition they possess. Think of all those times you hear people say, “things would be different if you weren’t sick.” That is one of the most rudimentary means of making someone feel guilty, yet it is highly powerful. Also, you may hear others say things like, “remember when you needed my help? Now, I need your help.” This is a clear attempt at coaxing someone to go along with the manipulator’s intentions.

The White Knight

This game is used by skilled manipulators. In this game, the manipulator purposely creates a problem and then rushes to the rescue. The intention is to create dependency among those around them as the manipulator is the only one who can solve the problems they encounter. However, the victims may not be aware that the problems are artificially fabricated by the “white knight” to make themselves look good.

This is an expression of the problem-reaction-solution technique. In this technique, manipulators create a problem or exacerbate an existing one, then get people to react in a certain manner so that they can come to the rescue with the miracle solution.

So, the next time you ask yourself where certain people get these miraculous solutions in desperate times, don’t be surprised if you happen to find yourself in the midst of a master manipulator.

Chapter 3 Dark Triad Personalities and psychology

Within each of us, we all have both a light and dark side. The extent of exhibiting the light vs. dark motif of feelings, thoughts, and behaviors vary from one and other.

The umbrella of ‘’ dark triads’’ subsumes various personality traits that are linked to mainly three classes of behavior. These classes are Machiavellianism, Narcissism, and Psychopathy. These behaviors are ethically, socially, and morally questionable but still are part of everyday life.

The illustrations of exploitative, selfish, ruthless, and incredibly evil behaviors are part of history and cultures across the world. With time supposedly distinct dark triads are increasing severely.

These increasingly narrow dark traits are resulting in a superfluity of erect lacking theoretical consolidations. But do we understand what dark triad is?

What Is Dark Triad?

Do you have any concept of the Bermuda triangle??

The dark triad is just like the Bermuda triangle. Narcissism, Machiavellianism, and psychopathy are its three corners. It is dangerous to get near it. Similar to the Bermuda triangle, it is all three traits that often overlap and introduce a damaging, toxic, and brutal personality.

This term was introduced in 2002 by Paulus and Williams. The dark triad is the combination of three unusual and negative psyche triads. Two of these personality triads share more similar characters other than with Narcissism.

The dark triad refers to an individual having some ‘’subclinical’’ symptoms. Most probably, the dark triad has collective features of antisocial personality disorder (ASPD) and narcissist personality disorder (NPD). Machiavellianism is not a mental disorder. This concept of the dark triad is also termed as D-factor. According to the latest research presence of one dark personality, triad increases the probability of having another dark trait also.

Modern studies have revealed the nine dark personality triads, but a person with some of these D-factors doesn't need to have an antisocial personality disorder.

To understand DARK TRIAD, it is essential to get the concept of three major classes of behaviors:

Machiavellianism

Machiavellianism is a dark triad that is more common in men, but it can, however, appear in anyone, even in children also. This term is reference derived from a philosopher and a diplomat Niccolò M Machiavelli.

"According to the psychological explanation of Machiavellianism is a personality trait that refers to the unemotional people who manipulate and regularly deceive others.''

They never think about the emotions, feelings, and loss of others and remain bounded in their world of interests. The person with Machiavellianism believes in:

· Flattering wise people for their interest.

· Never tell the root cause behind any action unless they feel it useful to do so.

· They always remain busy in getting corners here and there to get ahead.

· They assume it safe to be heartless or vicious.

Signs Of Machiavellianism:

In today's world, you can observe most of the people carrying the torch of Machiavellianism. Even you can also be a Machiavellian yourself, but you wouldn't even aware of this fact. The ideology of Machiavellianism is based upon ambiguous cunning, fraudulent, controlling, and manipulation. It is the selfish conduction of selves to acquire other people to do what you want them to do.

Machiavellians do anything to get what they desire for even they walk over the people if it is in need. They are very much focused on their interests and never think about the hazards and troubles they can create for others.

The person with Machiavellianism possesses the following traits.

Signs of duplicity:

Machiavellian has a sporadic personality. They show duplicitous behaviors depending upon what they need from others or who they are talking with. You can find them completely different persons in every new day according to the situations and circumstances. It is better to give an example of

politicians to make you aware of duplicity.

Tactical people:

They better know how to get methodical with their manipulation techniques. They are incredibly tactical to achieve their goals.

Charming indeed:

They know how to grab attention and generate trust. They choose the bunch of so many rights from dressing, facial and body expressions, tone, and words to obsess people with their charming personality. All these qualities make them master manipulator also.

Intimate toxic:

They can bring so much negativity and noxious in anyone's life. Their presence generates a feeling of being heavy and overwhelmed. They simply suppress the whole environment around them due to their toxicity.

All's well that ends well:

They just don't believe in ethics, morals, and rules. The only rule they follow is manipulation. They carry themselves in a very utilitarian way and feel free to do whatever they can to get favorable results. Philosophically they believe in ''all's well that ends well".

Extremely narcissist:

Machiavellians always look for their interests and try to fix their problems and own paths of life. They never show any kind of magnanimity, amplitude, and conscientiousness for others.

Signs of psychopathic tendencies:

Machiavellians may suffer from mental illness of any kind that leads them only towards distraction. They may be only having the desire to destroy and ruin the lives of people around them only to calm down their evil deeds.

Try to get ahead:

The only result they expect is an ultimate success. They continuously work to get ahead of everyone, and for this, they follow no rules and ethics at all.

Narcissism

Narcissism is a normal element of child development, but after puberty, it is considered a disorder. This is a psychological disorder first identified in 1898 by Havelock Ellis. It is named for the mythological figure Narcissus, a character that fell in love with his reflection.

“Narcissism is an obsessive self-absorption characterized by fantasy addiction, abnormal self-possession and coolness, and an inflated self-image. It generates a tendency in narcissists to exploit abuse and take others for granted. A Narcissist thrives off everyone's attention and loathes simultaneously.”

Infants and small children are selfish, and they just want everything that they need or like. Children can’t understand the desires and needs of others, but it is a normal part of child development. Similarly, in the teenager, every child becomes a little self-centered and wishes to get complete independence. But gradually these all habits get replaced by care, sincerity, and empathy.

When a growing teen shows unusual arrogance, limitless self-importance, exaggeration about their success, popularity, and accomplishment……it is alarming. They exploit others for their gains, take advantage of people to feed their ego, and always remain in need of excessive admiration. They want to get power and desire to rule others. For this, they can divide people or pit them against each other. They present alternative facts and manipulate people by prompt emotions such as threatening, anger, and lies.

Signs Of Narcissism:

The diagnosis of Narcissism is not rocket science. No physical MRIs or blood tests are requiring determining Narcissism. You can implement a simple duck test-that is, if something looks like a duck and also quacks, it probably is a duck.

Simple observation of behaviors, reactions, and attitudes presented by a person are enough to determine Narcissism. Here is a descriptive list of signs and symptoms to identify Narcissism.

Validation and constant attention:

Narcissists don't believe that anyone can love them, and they feel very insecure and fearful. They always remain in constant need for praise from the people around them. The love, admiration, care, time, and validation you give to them always remains insufficient. They always remain in seek of more and

more validation and attention, no matter how much you give them.

Need for control:

Narcissists always design a situation in their mind, prepare the arguments, and suggest the answers also. But when in reality, it doesn’t happen similarly, they get disappointed and sad. They remain sad and disappointed with the unexpected and imperfect unfolds of life, but they want and demand to control every happening of their life.

Lack of communicating abilities:

Every kind of relationship requires understanding, cooperation, and thoughtfulness. It is equally important to realize the emotions, feelings, and sentiments of other persons involved in a relation. But Narcissists cannot realize the importance of duality in a relationship. They always act, behave, and understand according to their perceptions.

No guilty feelings:

The narcissist always considers himself on the right side of the argument. The narcissist always presents a false-self or pretends self-esteem. She/he always feels wrong or bad about you and never ashamed of her/himself. She/he always hides deficiencies, fears, rejections, and failures not only from others but from his/herself also.

Fear and anxiety:

Fears the alternate for their nature. They always remain chained up in an unseen fear. There is no particular reason for their fear, but they can even get scared or feared about germs, insult, shame, death, and feeling gratitude. As their relationships grow deep and closer, the more they feel scared, and the less they trust.

Fear creates anxiety. Narcissists not only experience anxiety and depression, but they try to transfer this to others. The more their closer ones feel worse, the narcissists feel better. They accuse or blame their loved ones and friends of behaving unsupportive, selfish, mentally ill, and not responsive to their needs.

· SPLITTERS:

Narcissists split everything and relationship into good and bad. For any positivity and goodness, they take credit for and leave the opposite side for their closed ones. They continuously blame others for disapproving them but never accept their mistakes and always justify their negative words and actions. They cannot see the grey line between black and white and cannot able to mix the two constructs.

Perfectionism and superiority:

A narcissist considers him/her self at the top of the hierarchy, and only there feels safe. The whole world of a narcissist is categorized in the right/wrong, true/false, good/bad, and gentle/evil. A narcissist considers himself/herself the perfect, the most right, highly competent, and controls everyone, does everything in his way, and believes in being the best.

They only need to be on the top and can feel the superiority by being worse also. They reward themselves of being entitled to rights to hurt and manipulate people, receiving appease concerns, and right to hurt everyone. They don't request an apology, but they demand it and remain sure to get it in any way.

The greed of perfectionism:

For a narcissist, life is all about perfectionism. They contemplate their personality perfectly and consider every person, event, and thing that should be perfect. They want life to play out precisely according to their visualization. This desire for perfectionism leads them to depression, dissatisfaction, and anxiety.

Psychopath

Hervey Cleckley, in 1941 described Psychopathy as a disorder and separated it from ‘’sociopath’’. The terms psychopath and sociopath are not officially available in official handbooks and generals of mental health. These two conditions are officially termed as ‘’antisocial personality disorder".

‘’Psychopathy is an antisocial mental disorder in which a person exhibits antisocial and unprincipled behavior. A psychopath shows a lack of meaningful relationships, demonstrates an unsuccessful attempt to learn from it, shows having no ability to love, and expresses extreme self-centeredness. A Psychopath is not able to feel emotions like normal people."

The basic difference between psychopath and sociopath is the presence or absence of conscience. A psychopath does not have a conscience. That is why he won't understand any moral apprehension. Psychopaths are skilled actors. They are intelligent, smart, and pretty good in pretending and mimicking emotions. They are experienced enough to reach on the top of the corporate ladder, and they can even hurt others to reach there. They are cold-hearted, and at their worst, they have calculated killers also.

Signs of Psychopathy:

Although psychopathy considered a mental disorder, there is no known treatment for this kind of mental illness. A research conducted in 2010 reveals that only 1 out of 5 people with an antisocial personality disorder is a psychopath. There is a list of traits and signs of psychopathy:

- Pathological lying
- Escalated sense of self-worth
- The constant desire for energizing
- Lack of repentance or guilt
- Out of control behavior
- Insubstantial emotions
- Profligate sexual behavior
- Lack of long-term planning
- Unrealistic attitude
- Many marital relationships
- Irresponsibility
- Impulsiveness
- Criminal versatility
- Manipulative and conning others
- Believe in the blame game
- Lack of empathy

Chapter 4 How they manipulate you – how to recognize them and how to defend from dark personality

When you have a good idea of what is going on with the people around you and we mean truly knowing what they're planning it can help to keep you safer in a lot of situations. We will look over how to be exceptionally mindful in what you do on a daily basis and ways that you can build your self-esteem. When you are trying to understand human behavior it's important to understand yourself. Looking at your verbal and nonverbal skills can allow you better insight as to what other people are thinking because you won't understand how their bodies work as compared to your own.

Trying to figure out when somebody is taking advantage of you can be difficult. There are absolutely signs that you can watch out for. In fact, there are a lot of different great articles surrounding the thoughts of if somebody is or is not trying to take advantage of you. With the ability to see when somebody's intentions are less than pure you will keep yourself better protected and in turn, lead a happier life. It can be very frustrating when you're uncertain of someone's intentions and even worse when you find out they were simply around to take advantage of you.

People are pretty crafty, and they will use your emotions against you. Some people love to feign confusion. You may have made it very clear what your expectations are, and they simply pretend that they don't understand. If it is somebody that you know fairly well it can be easy to see that they are trying to take advantage of you because you may know that they're quite smart and usually catch on to things quickly. However, if you're dealing with somebody you don't know very well you may just assume that they're not very intelligent and need a lot of direction to get something done. They're active confusion can be frustrating and leave you dealing with whatever it was you asked of them.

In a relationship, feigning confusion can be horribly detrimental. Let's say

that you know your girlfriend or boyfriend is cheating on you, but they simply play dumb. You may not have exact proof and in their ability to act confused or non-understanding of what you are saying can leave you two sticking with a detrimental situation. Pay close attention to the person you are dealing with so that you can have a good understanding of whether or not they actually have the capacity to get what you are saying.

Some also really like to play the victim. You've probably met a person or two in your life that does this. Everything that is going on with them is simply terrible. They do this so that they can have your attention and get you to do what they want. Sympathy is a powerful feeling. If somebody is working through a hardship, naturally, good people want to help them. Somebody with malicious intent will use this to their advantage. Knowing that you are a good person or realizing that you help people around you can encourage them to play the part of the victim to gain your trust and sympathy.

People that play the victim tend to do it in their everyday lives. Each person that they come into contact with they have another sob story to make them feel bad. If you are around somebody that has a generally negative attitude this could be because they like to play the victim. Some people do it unconsciously, but others do it to get you under their thumb. Be careful when you're handing out sympathy and empathy for those around you and make sure that they deserve it.

In today's world we hear a lot about shaming. This can be done in a variety of ways and it is insanely detrimental. It can start out with little digs about the way you look, feel, or. It may be that you did not do something up to the standard of the person speaking to you. In the real world, they are simply doing this to get you under their thumb. When people give us critiques it can be difficult to understand that they may not be true.

Human beings, naturally, take things to Heart. Shame is a very powerful feeling that can tear you down quickly. Once you start feeling ashamed of yourself and one way or another it is difficult to pull yourself out of it. So, recognizing when somebody is simply trying to shame you into submission is important for your mental health.

Using shame does not necessarily always making digs. If you have met a very sarcastic person, they could be using their sarcasm to make you feel ashamed. This type of behavior is unacceptable, and it should be

acknowledged from the very beginning. There is a time and a place for sarcasm but when it is making you feel terrible about yourself you need to put a stop to it right away. Otherwise, you may be given control of yourself and your life to somebody else.

Divert Attention

When people are trying to take advantage of you, they may use diversion techniques. By throwing you off of a certain thought or path they can easily change the subject and get the eyes off of them. Being aware and staying on track of what you were saying is important. This goes hand-in-hand with knowing what you're going to say and spending the time to think before you speak. With clear concise thoughts you won't have to worry about people trying to divert your attention away from them.

When people try to divert attention often, they are trying to pass the blame on to somebody else. This is a very dangerous game and can end up pitting you against a friend, co-worker, or family member. So, as noted it's extremely important to have your thoughts collected before entering into any sort of serious conversation. It truly can help to ensure that you do not get taken advantage of by those that are skilled and diversion techniques.

Some people will do their very best to make you feel guilty in order to be able to take advantage of you. This commonly happens with people that know you better than others. When those around you are aware of the fact that you strive to be a good person it can, absolutely, be used against you. There is nothing wrong with wanting to be a good person, but it does tend to make people feel more guilty when they've done something wrong.

Everyone has moments in time where they're not the best person and that's okay. Accepting the fact that everyone makes mistakes can help to ensure that those around you cannot use guilt to control you. Sure, most of us want to make good decisions and do the right thing by not only ourselves but those that are around us. Knowing that this is not always the case and we all have screw-ups is very helpful. Guilt is a common denominator and taking control over somebody or using them to your advantage.

Denial

Denial is another component that people frequently used to take advantage of others. If you don't have hard evidence against somebody what is to stop them from simply saying no, I didn't do that. It then comes down to your word against theirs. If somebody is vehemently denying what you are saying eventually you start to believe it. You may question the information and where you got it. This can cause distrust among those that you trust the most.

Denial is dangerous especially when you trust your sources. Hearsay is a difficult thing to prove, however, it can be very detrimental to someone's psyche. As you start to doubt whether or not your accusations are true you may also start to doubt other things in your life. This allows control to the person that is making all of the denials. They can pray on this to try and bend you to their well. In addition, once they have made you accept the fact that their denial is true, they might start looking for favors.

Neuro-linguistic programming skills can really help in this department. Most people that are quick to deny something have some facial movements or body movements to give them away. When you start to study these techniques, it can be much simpler to figure out who is riding the denial train. When you understand that somebody is simply denying the accusations to save face or keep them self out of trouble it becomes easier to figure it out and understand that is what's going on.

Lie

Liars are all around us. From the time we are little there are lies in our lives. Ones that we have told and ones that others have told us. Liars are, typically, trying to take advantage of you. Sometimes the lie that is told is quite harmless and can be brushed off. Other times, they are major lies that can ruin lives.

We talked a bit about lying earlier and when it comes down to it every person in the world tells a lie on occasion. When we tell a lie with good intent it doesn't make it much better than align with mal intent, but it is more understandable. Sometimes it is simply easier to tell a white lie than it is to hurt somebody's feelings or cause turmoil for somebody that you care about.

Then there are the other types of Lies, the big ones. These can affect not only your daily life and relationships but also your job. When people are telling a

lot late and lies it can be very difficult to deal with. Emotions may become heightened, especially, if you know for a fact that they are lying. This can make you act out in a way that you normally would not. Obviously, if you're at work and you have a major meltdown because somebody thought you trusted is telling a major lie it's going to lead to trouble. Spotting Liars can be difficult so be careful who you decide to put your full trust into .

The daily liar is exceptionally dangerous. They make small embellishments and I have a story for everything. You may learn to trust this person very easily as it seems they are quite open and honest. Realistically, people that talk too much about themselves or what they have done in their life should be looked at a bit skeptically. It takes time to open up and so those that just continuously talk are likely lying to you in one way or another.

People that rely on lying to get through their daily lives become very good at it. They are completely comfortable with telling these mistruths to just about anyone. It can be hard to pick out a liar but with practice and attention to detail it can become easier. Know that the liar is always trying to prey on somebody even if it is for a simple joke or to make themselves feel better.

Ever come into contact with someone that simply blows you off? They make plans but then never get back to you or you know they've read a message and are simply not responding. These people are absolutely trying to take advantage of you. Don't get us wrong, some people just get busy and don't have the time to respond. However, it continues you can be fairly sure that they are playing some sort of game.

This type of behavior is commonly referred to as selective inattention. Some days, you may find that the person you are dealing with his right there helping you with everything you need. Then for the next two days you simply can't get ahold of them. They become very distant and closed off, even when you need help. Oftentimes, this type of behavior is thought out.

Planned selective inattention can give power and control to the person that is ignoring you. They understand that people get frustrated when they're being ignored. When someone is being ignored, they typically work harder to get attention. This makes the person ignoring you hold the power. You are striving for their attention and they are simply letting you do it.

Seduction

Another way that people try to take advantage of others is with seduction. Let's face it, we all want to be accepted in love. Some people will use charm and flattery to get you on their side of the fence. They make you feel truly special but then end up simply getting what they want. They honestly, don't care about you one way or the other.

Recognizing when somebody is trying to seduce you can be very difficult. Obviously, if you are in a relationship and somebody is hitting on you it may be easier to blow off. Other times, when you're single and lonely, you are leaving yourself completely open to being taken advantage of. This can happen in your dating life, work life, or even in your everyday life.

Seduction seriously plays with your emotions. Your mental stability is being challenged when you allow somebody to seduce you. Taking the time to truly get to know someone before you fall for their witty comments and compliments is crucial and keeping yourself protected against being taken advantage of.

You can ward off this kind of behavior by setting clear ground rules from the beginning. It doesn't matter if you are talking with a future lover or your boss. When people understand the ground that you keep it makes them less apt to try and take advantage of you and your emotions. Those that take advantage of your emotions are the worst as it can be very difficult to separate your rational thinking from your emotional thinking.

When you practice NLP and start to really get into the inner workings of it, it can definitely keep you better protected from these emotional abusers. You will make the choice on whether or not somebody has the ability to affect you. Not only that, you will have the ability to make the choice of what that affect is going to be. Having better control over yourself and your emotions is always going to help he be better protected against those who would like to play on them.

Manipulation

Manipulation is another huge issue in being taken advantage of. It is seriously, its own Monster. Learning when somebody is trying to manipulate you into doing something you wouldn't normally do is important. It may be something small and insignificant, however, it's surprising how huge manipulation can become. You may find that you are all about following the rules and all of a sudden somebody has talked you into breaking a lot.

Obviously, this could land you with some very serious repercussions.

The ability to spot manipulation is something that can be practiced. Like all skills you'll need to hone it. Being manipulated doesn't feel good, especially once you realize that it has happened. If you're lucky, you'll notice that somebody is trying to manipulate you before you start doing things outside of your nature. At one point or another most people are able to pinpoint a spot in their life that they were manipulated. Typically, the feelings surrounding that don't feel very good. No one likes to be manipulated so understanding when it's happening is critical.

So, how do we know when we're being manipulated? The signs for manipulation are exactly the signs of being taken advantage of. These two things are quite synonymous. There are manipulators all over the world, some of them are easy to spot and others are masters of the craft. The only true way to know if you're being manipulated is to take the time in getting to know someone. Studying them and understanding what their movements, tone of voice tone, words, and other actions actually mean.

Having the ability to see these things is not an ability that comes naturally or easily to everyone. As noted, studying the techniques of neuro-linguistic programming and understanding some about Dark Psychology and the Dark Triad can help you be better armed against those that will take advantage of you. It will take time and possibly a great amount of effort but eventually you'll start to notice more and more about what is going on around you. This will give you the armor you need to ensure that you are the one in control of your life and no other people.

Chapter 5 tips and technique to use for defend from

The way that we can inflict dark psychology upon others and manipulate them to do what we want, to sympathize with our causes, and get information out of those people, is complex in nature simply due to the complexity of the human mind.

Dark psychology is complicated and works in a range of different ways on different people because all kinds of psychology and all people are equally complex in nature. So, it can be very difficult to fully learn how to manipulate others and get them to side with you at work or in your personal life. Similarly, it can be very difficult to pick out people who also know how to manipulate others and defend yourself against their tactics while employing your own.

The most important part of defending yourself against dark psychology and all other kinds of persuasion and manipulation is that you always have to be aware of yourself, your body, your positioning, and the way that you come off all other people around you. It can be exhausting to always be keeping up with other people this way, but it’s the best and most secure way that you can make sure you’re obscuring yourself from other people who might be trying to manipulate you. In general, most people who will try to bend their words and yours in order to fit their own manipulative narrative will fall under a certain few tells. These are some of the ways you can most easily tell is someone is lying to you or trying to use you in order to get something they want out of you or someone else.

- Watch how the person stands—observe the way they tend to move as subtly as you possibly can. You don’t want them to know you’re watching them or their body language, or else it might become unreadable. Once they become aware that they might be in the middle of being watched by you or anybody else, they can change their body language or make it neutral enough so that you can’t actually get any worthwhile information out of the way they’re standing or holding themselves. Aside from that, take a look at their posture in general first before breaking it down any further. Someone

hunched over might be shy or anxious—much less likely to be watching you or trying to manipulate you. People who can manipulate you and persuade you the best are the most confident kind of people. They have the ability to persuade because they're confident and they make people comfortable in their presence. This is the best way you can tell if someone might be trying to sweet talk you or persuade you to their side or to believe their side of a story or argument. Charisma is one of the main selling points of anyone who wants to get under your skin and into your head.

- Observe how they talk to you and the tone they take with other people overall, especially when they're in public or in front of people they would logically want to impress. In front of people they want to impress or make proud, or the people who they're trying to manipulate, manipulators take their charisma to an entirely other level, and they do everything in their power to try and get them to side with them by showering them with praise, compliments, and most importantly; stories about themselves. While it might seem as though telling stories about yourself might have the opposite effect, most manipulators tell small anecdotes about things which have happened to them recently or in their childhood which both endear them to the person they're trying to manipulate and find common ground between themselves and the other person. In addition, telling these small anecdotes makes the person seem more approachable and friendly, and much less likely to be standoffish. The person gets their metaphorical foot in the door in a social sense by making themselves seem much more real and genuine to the people they're talking to. If it's you who they're probably trying to manipulate, pay close attention to the content of their anecdote. Do they incriminate themselves in the details of their story? Take note of what they focus on within the anecdote or story—do they seem to focus on their own achievements or the good things they did or which happened to them? This is naturally human, as we have a good memory of things which bring us pride. Again, humans are naturally more than a bit selfish. However, there's a line to be drawn between focusing on your achievements for your own sake and for the sake of others. Expert manipulators have no intention of focusing on their own good deeds for their own sake—they only want to focus on positive achievements and pride so that other people can see what they've done. Also, note how they react when you try and confront them more head-on about their achievements. See if they shrink away from that line of questioning—it's more endearing to people for someone to be humble even if they've done

amazing things than to own up to the expected pride taken in that action. People who are good at manipulating and also amazing at fishing for compliments and praise from other people—it reaffirms to them that the person they're trying to manipulate does have positive feelings toward them, and it gives them the go-ahead to keep trying to persuade them.

- Don't try too hard to throw them off guard but try and find a moment where their act breaks down. Manipulative people in a business setting or with a more formal group of people are much less likely to let their emotions out, or allow for any bursts of frustration or anger—this is unsightly to them, and it makes them seem more childish compared to other people who they might be competing with. Try to find a moment where they let their feelings out in a negative way. Specifically, watch their facial muscles and any twinges of anger that might flash across it. The body is much easier to control when it comes to putting on an act for others, but the face is smaller and much more refined in the sense of motor control. Thus, it's much harder to control it in times of intense emotion. If there's ever a moment where the person you're observing should be getting angry and you want to see how much of what they're putting on is fake, don't want their body—instead, watch their eyes and their lips as well as their face as a whole.

If you follow these tips, you should be able to spot a manipulator much more easily. However, in order to better understand the people who are trying to manipulate you, it's also very important to understand the dark triad. The dark triad personalities were derived from the work of Paulhus and Williams in 2002, who came up with three distinct personality traits that could make someone an evil, manipulative person—narcissism, psychopathy, and Machiavellianism. A 10-year study done by professionals between the Universities of London and British Columbia found that while it's possible for an individual to only possess one of the dark triad traits, most people who have one will also show signs of at least one of the other two. These are the three dark traits and how you can best watch out for them in your everyday life.

1. Psychopathy is on the right of the triangle—and it's the most inherited of the three dark traits. Someone who shows psychopathic behavior is much less likely to be able to show guilt or remorse to people who are less fortunate than them or people who are suffering. Psychopaths are not to be confused with sociopaths, which is an entirely different trait. Sociopaths are

individuals who developed a lack of remorse and an affinity for potentially violent behavior as they grew up, as a result of their environment. Psychopaths are born with incredibly low empathy and have less of a risk for violent or malevolent behavior. Psychopaths often hurt people emotionally without meaning to, because they tend to have much less of a grasp on social and emotional cues when compared against individuals who do have an understanding of those cues. Psychopathic people have incredibly low empathy, and they often are unaware of this fact until someone points it out to them—because they have such low empathy, they are often unaware that the people around them are different and have more empathy. Psychopathy is a spectrum and not everyone who has psychopathic traits actually suffers from empathy which is noticeably lower than other people. Additionally, people who suffer from psychopathy are not to be confused with people who suffer from psychosis. People who have psychopathic personalities might tend to hurt others without malevolence or the prior intention to do so, but they almost always do not suffer from delusions or anything of the like. Even in extreme cases where the psychopath does hurt others, they aren't usually incredibly dangerous to society—they fail to understand society and the way in functions, and society, in turn, fails to understand people with psychopathic personalities and the way they function. If you think someone you know or who is trying to manipulate you is a strong candidate for a psychopathic personality or psychopathic traits, be mindful of the way they talk to people around them, especially people who they're close to. How affectionately do they speak to the people close to them or who they're trying to manipulate? Often, manipulate psychopaths don't try to hide the fact that they have psychopathic traits of behavior, because they usually fail to understand why people might be put off by that kind of apathetic behavior. Think of the stereotype of a heartless, soulless, corporate drone for an example of psychopathy. They usually don't show an incredible amount of empathy to children or animals, and they tend to value respect and honesty far above what normal people would—in exchange, they tend not to value kindness or generosity. These are only some of the key things to be on the lookout for, however. The best way to keep yourself defended from psychopaths is to be mindful of the way they process things. People who are psychopaths and have little to no signs of the other two traits, however, are not very likely to be very manipulative. Psychopaths tend to be selfish only because they have no sense of what other people want and how they can

provide for them, let alone why they should provide for those people. So, if you meet someone very manipulative who seems to be shut off from their own feelings, they might not actually be exhibiting psychopathic behavior. In reality, they probably have stronger traits in the other two categories, narcissism and Machiavellianism—those are the two that you should always be more careful of when it comes to dangerous and manipulative people. Overall, psychopaths aren't the ones you should be on the lookout for, but most psychopaths are only selfish and manipulative because they don't know how not to be. If you can, show them how they can channel their motivations and their passions into avenues that won't hurt people. This is how you can best spare yourself and others from the kind of person who simply can't register being able to care for others or sympathize with them. However, they're easily the most benign of the three traits. While psychopathic traits can sometimes be dangerous to other people, psychopaths tend to be the most dangerous to themselves—those who are mentally ill or suffer from very low empathy tend to be less of a danger to society and more of a potential harm to themselves. Keep this in mind above all when you're in close contact with someone you think might be a psychopath.

2. Machiavellianism is a much more dangerous trait when it comes to who you should always be on the lookout for. If you want to know if someone has a Machiavellian personality, get them in the position to talk about people who they reasonably should care about—they probably don't, or will react weirdly to that line of questioning. People with Machiavellian personalities are malicious and thrive off malevolent action— they like to hurt others, and they feel no remorse when people suffer directly because of them. Where psychopaths tend to hurt others but generally have no intention to do so, Machiavellian personalities make it one of their goals to make other people hurt and suffer so that they can watch and feel better about themselves and their accomplishments by comparison. That's why it can be so difficult for Machiavellian personalities to express affection or love for the people who are close to them—it can be very difficult for them to process any kind of genuine love or concern for someone else's well-being. If you want to defend yourself against someone with these traits, be aware of what the goals are for that specific person. What do they want out of you, and out of the world more generally? If they're trying to manipulate you for an actual purpose, remain aware of why you're being targeted and try to act as you normally would; don't let them have the satisfaction of seeing that you're

struggling or that they're changed your attitude or made you anxious/upset in any way. If you let them see that they've had an effect on you, they get the immediate gratification of having power over you. This is precisely what you want to avoid when talking to a Machiavellian personality, who thrives on the power they have over others when they know how to manipulate them best. If you want to avoid being manipulated by these people and you think they're trying to mess with you simply at its own expense instead of for any actual goal, don't throw any of their worlds or their tactics back at them. Although it can be tempting, take the high road and don't let them get any kind of rise over you. Playground bullies will often grow up to be Machiavellian in nature. However, few people are only Machiavellian. Although there are some people who only tend to exhibit this feature, there are many more people who show both this dark trait and the third and final of the dark triad, which is arguably the most dangerous to be around of them all.

Chapter 6 Hypnosis

In 1899 there was a case of an Austrian woman who had major stomach problems. She couldn't keep her food down, no matter how hard she tried.

And, she tried everything. A group of doctors decided to try hypnosis on the woman to see if it would help. At first, the doctors suggested - under hypnosis – that she could eat, but that she would keep her food down this time. Without prevail, she started vomiting the moment that she ate. They kept repeating the suggestion, and it didn't work. No matter how many times they had tried.

After much deliberation, one of the doctors came up with a suggestion that might work. He thought that instead of telling her stomach to keep the food down, he tricks her mind into believing that she hadn't eaten anything at all. This way, if there was nothing in her body, how could she throw it up? The woman ate a full meal, and just as quick as she was done, she forgot that she had eaten at all. The suggestion was repeated a few times while putting her under hypnosis and she was able to start keeping her food down (Yetter, 2017).

People have been skeptical of hypnosis since its inception. They have questioned its validity and often attribute it to a farce, or something you see magicians do at events. Unless you have experienced it personally, you wouldn't even consider it to be something you would try. This might be because you don't know much about it and haven't conducted any research. This is where this chapter of the book comes in.

History of Hypnosis

There is a huge debate on whether de Cuvillers came up with the term, or if it was Dr. James Braid, a Scottish Surgeon. Whatever the case, the idea of hypnosis was born in the 18th century. Franz Mesmer, a German doctor, held claim to something called animal magnetism. Animal magnetism is a fluid that can flow between people, animals, plants, and other things. This invisible fluid can be used to manipulate or influence other people's actions and behaviors.

Of course, he was considered to be a quack, and his practices were laughed about by many. But, the idea of being able to influence people's behavior and actions became a topic of interest in the medical field. Through persistence in the 20th and 21st centuries, the art itself has continued to be researched and studied. Hypnotic specialists have given the art a name for itself through better understanding. People are more aware of what it can do and how it can be used for health reasons.

What Exactly is Hypnosis and How Does it Work?

Hypnosis consists of two parts: Induction and Suggestion.

1. Induction is the first suggestion that is offered during the hypnotic process.

2. Hypnotic suggestion is the mind's capability to experience the suggested changes in their body, emotions, thoughts, and behaviors. The suggestion part of the actual hypnosis is what changes the person's actions or behaviors. The suggestions are more than implied; they provoke the person to react involuntarily. The person doesn't have any control over the suggestion itself.

Some people are more susceptible to suggestive influence than others. Those who are more susceptible to influence are more than likely to be more controlled while hypnotized.

So, how does hypnosis work? Scientists are still unclear about it. However, they are working on finding out more about it and how it affects our mind. But until then, this is what we have come up with.

Medically, and therapeutically, hypnosis is a treatment option that helps people cope with different medical conditions. It is often conducted by a hypnotist or a hypnotherapist. The specialist is a sort of a coach that leads patients into a trance or a state of relaxation. During this trance-like state, the specialist can make suggestions that can help the patient be more open to change or alter their behavior.

There is no reason to be afraid of the trance-like state. Daydreaming or zoning out is similar to being in a hypnotic state. While the patient is in a high level of focus, they might be more open to certain changes that they would not be open to normally. After the specialist makes their suggestions, the patient will slowly be woken up by the specialist or they will wake up on their own.

However, if hypnosis is done right here is what will happen:

1. The session helps plant different seeds of thought in the patient's mind. These changes will soon start to plant themselves into the patient's mind and continue to grow.

2. The session can also clear the way for the patient to accept the new

changes in behavior. It is easier for a patient to accept the new suggestions because normally their mind is so full of clutter that it might be hard to absorb anything new (Legg, 2018).

Hypnosis and Human Reasoning

Research shows that hypnosis is a phenomenon that uses what is known as attentive receptive concentration, and it can even control selective attention at times. Results have proven how attentive reception control works through the process of hypnosis. For instance, during different hypnotic experiments, hypnotists used certain suggestions to alter the participants' perceptions and behaviors.

During hypnosis, suggestions have used on the participant to induce agnosia. This is where the brain is in a certain state that can view what is going on, but the brain cannot recognize other external provocations. It is also known that hypnotism can also influence change in the area of the brain that controls visual partial processing. This is the part of the brain that can identify objects in space and helps them recognize shapes. These occurrences have led to hypnotism being questioned as a valid area of medicine and caused it to be dismissed as a show for magicians. Those who are amateurs in the field, if not careful, can solicit a different type of attention that can have tragic outcomes if they are not careful.

Those who fall victim to amateur hypnotists feel a sense of anxiety, confusion, and even fear about their experience. For example, in one case, a man was under hypnosis and the hypnotist suggested that he wouldn’t be able to find his hotel room because all of the numbers were now written in Chinese. After he was brought out of his hypnotic state, he couldn’t find his room for about 25 minutes. He walked around in a panic because all he could see were Chinese lettering on the door. It freaked him out.

In this case, hypnotism was used as a game and the participant didn’t know what was going to happen until afterward. His anxiety was at someone else’s expense and used for entertainment. It might be amusing to see someone jump on one foot and honk like a goose for a few moments, but to have them experience serious anxiety over a show is a little dangerous knowing that someone has that much power over you.

Another thing that hypnotists can do – that can cause a little bit of anxiety – is known as hypnotic regression or therapeutic regression. This is a valid

method that can help people remember some of their memories. These can be memories that they have suppressed and pushed far down for whatever reason, which can cause issues later on in life, or they are memories they might have forgotten, and they want to remember. This technique is a way to help psychoanalyze the participant and help them through something traumatic.

Some research has indicated that hypnotic suggestion can also be an effective mechanism in persuading participants to remember things that are fake and convincing them that they are true. These findings shed a negative – but warranted – light on memories and if the memories that are pulled forth are real and not fabricated. Yet, other studies show clear evidence that hypnosis can help others improve their memory, which can differ between each participant.

Reasons to Use Hypnosis and Hypnotherapy

The notion that hypnotherapy can be used to change or alter someone's perception is what makes it a good candidate for a new type of medicinal and therapeutic approach. This alternative approach is used in the United States and Europe to help people with their medical conditions, with their negative habits that impact their health, and even in therapy.

Here are some cases where hypnosis can be useful:

- Helps relieve irritable bowel syndrome (IBS) – Evidence has shown that those who suffer from IBS can benefit from hypnosis to help relieve short-term problems.

- Helps with curing insomnia and sleep disorders – It can be used by counselors and psychologists to help patients manage their insomnia, nightmares, sleep terrors and sleepwalking. In these cases, these specialists will use suggestions in self-control and relaxation to help maintain these conditions.

- Curing migraines – Hypnosis can be used to help treat migraines and tension headaches. The participants that have used it find that it is a great alternative to headache medicine and the side effects that come with taking medicine.

- Pain Control – We are often told that the pain we are feeling is in our head, hypnosis might prove that. It can be used to help those who suffer from clinical pain that they have acquired from surgery and other ailments.

- Quitting Smoking – This is a great way to help those who want to stop with their bad habits, such as smoking, but don't have the will power.

- Weight Control - Just like the story at the beginning of the chapter, there is a sense of being able to take control of your life – even on a subconscious level. In this case, the person can be in control of their eating habits and it not being the other way around.

There are three perspective frames that the specialist can use to help change the perspective of the patient.

→ Preframe – Is when the specialist sets the scene before the real event so that the patient sees the real issue

→ Reframe – This is when the specialist helps change how the patient views the current circumstance or event

→ Deframe – This is when the specialist changes how the patient views the event by making it irrelevant

Framing is a great way to help the patient change their behavior because it allows them to get to the core of the problem (the preframe), make them aware of the consequences (the reframe), and then taking away their initial argument because they see it a different way (the deframe).

- Manage Addiction – At this point, the specialist can use hypnosis to help people with addiction manage their problem. They can do this because it helps patients get in touch with their subconscious mind, which is the place where their new suggestions can be planted and continue to grow. Hypnosis can help patients curb their pesky withdrawal symptoms, give them an alternative way to deal with their issues, and give them a drug-free and legal way to escape their problem.

- To Cure Allergies – Studies have shown that hypnosis can help reduce the symptoms of allergies. Using self-hypnosis is psyching yourself out. For instance, if a person who suffers from allergies focuses their thoughts on environments that are allergy-free. They imagine being on a beach with fresh air or on a mountain covered in snow. It can reduce the symptoms they feel because they are telling their mind they are somewhere else.

- Overcome Sexual Dysfunction – Stress can be a huge factor in not being able to perform. Hypnosis helps patients reduce stress and relax when they're in a trance. The specialist will help the patient using techniques such as focused awareness, deep breathing and visualizing things. There can be personal emotional experiences that can cause sexual problems, especially bad experiences. The art of hypnosis can help because it can make the patient relive the experience, release the pain, shame and/or anxiety that it causes, which then helps lead them to have a better and healthier sex life.

- Help with emotional trauma – Emotional trauma can hurt a person in more ways than they are aware of. It can leave people feeling alone, insecure and even helpless in certain situations. Through the use of regression, hypnosis can help manage this problem by having the patient relive the experience again so that they can fully experience the trauma and learn to heal it.

- Help with depression – Traumatic events that the patient might have experienced can be triggers for depression. They can start feeling depressed because someone they loved died, a lot of bad things happened in their lives like a divorce, loss of their home or even their job. The way that hypnosis helps is by having the patient subconsciously deal with the event. They have to face it and discuss what the event is doing that causes them to be depressed. It can take some time because depression can be very severe.

- To overcome and manage OCD/ Anxiety – OCD stands for Obsessive-compulsive disorder, which can be found in your thoughts and your behaviors. Many things can cause OCD. However, the most common reasons are genetics, the result of damaged neural pathways, or as what happens the majority of the time, emotional or developmental issues. Hypnosis works in this case, again, because it goes straight for the subconscious mind where regression is used to take the person back to when they noticed first signs of OCD. This helps them find the root cause, showing them that the reason it started no longer exists.

- Stress management and fighting phobias and fears – Hypnosis is another way to help with these three things that are closely related. The specialist has the patient focusing on their underlying emotions that feed into their stress and keeping it in the front of their mind. Regression can be used here to have the patient figure out when stress, in general, started to become the problem. Once they can figure out the reason, they became stressed, or where the fears started, they can start addressing the issue and then realize that those reasons no longer have power over them (Hypnosis Training Academy, 2017).

Chapter 7 Mind control in dark psychology

Mind control techniques are extremely powerful because they don't just change how a person feels or acts; they fundamentally change that person's entire belief system. That is why, of all the manipulation and influence techniques out there, NLP's mind control is by far the most dangerous.

Most people find the concept of NLP's mind control fascinating. That's because, as humans, we are reluctant to believe that someone else could take charge of the way we process thoughts and emotions and use us like puppets to his advantage. We all like to think that we are intelligent, mentally strong, and we will be able to see any attempts at mind control coming from a mile away and to shut it down immediately.

That is a misconception that we need to dispel. Mind control can happen to the best of us. With concerted effort, even the brightest people can abandon their beliefs and their curated thinking patterns and take on new ones. In most cases, mind control happens slowly and progressively, and the consequences are realized long before the victim is aware of whatever is going on.

Your mind takes in a lot of information at any given time, and it only processes a small fraction of that information. If you are looking straight ahead of you, just within your life of sight, there are thousands of details that you fail to notice, and your brain only pays attention to the details that it thinks are important. Sight is just one of the five senses you have. At any given time, you are taking in information through each of those senses without being consciously aware of that fact.

So, both your conscious and unconscious mind filters out information so that you are only aware of the "important" details. The filtration process depends on the prevailing conditions in the brain. That explains why two people who are perceiving the same exact thing often come up with different interpretations of what's going on.

NLP's mind control techniques work through a concept known as "priming." You can prime someone to think certain pieces of information are more important than others so that when they encounter certain sensory stimuli, the

specific details pass through the filters. They register in the person's mind.

Let's look at an example that explains how the brain filters information and how priming can work: a man gets home in the evening, and his wife tells him that she is pregnant. They celebrate, and he goes to sleep with the thought of having a baby at the back of his mind. The next day when he goes to work, he starts noticing baby-related things that he has never noticed before; he sees "baby on board" stickers on every other car as he drives to work, notices lots of people pushing babies in strollers around the neighborhood, he spots a daycare center somewhere along the road. When he gets to the office, he notices that some of his colleagues have pictures of their infant children on their desks.

The man in the example above has always seen those "baby-related" things every day, but they never register in his mind, because at the time, he didn't consider those details to be necessary. Now that his impending fatherhood is at the back of his mind, everything that suggests the word "baby" passes through all of his filters. His brain is unconsciously processing this information, so it grasps upon anything that contributes to his body of knowledge about the subject.

In this case, you can say that the man has been "primed" to think about babies.

NLP mind control makes use of priming techniques that are more subtle than the one we have discussed above, but it works the same way. Someone can prime you to consider specific ideas and sensory stimuli as necessary; that way, they will be able to guide your thought process and ultimately control the way you feel about certain things, or the way you act in response to certain stimuli.

Your actions are the result of your thoughts, your feelings, and your assumptions (assumptions are generally based on past experiences). NLP techniques comprise of meticulously designed strategies that may introduce certain stimuli to the mind in a predetermined pattern so that the person can act predictably.

Understanding Conscious and Subconscious Perception

Your perceptions are influenced by the stimuli in your surroundings, whether or not you are consciously aware of the presence of those stimuli. If someone introduces a stimulus in your vicinity, it can bypass your conscious mind and

end up in your subconscious mind. The conscious mind has a way of ignoring “mundane” details and only noticing things that have to be regarded with urgency.

Even though the information that bypasses your conscious won’t be treated with urgency, your brain will still think of it as important or significant, and it may act upon it at a later time when a related stimulus is introduced to your mind.

Here is a classic mental trick that can be used to demonstrate how this concept works:

A handful of people go into a meeting, and the person who was officiating that meeting is wearing a red tie. The tie is certainly noticeable (it’s a bright color, so it stands out), but no one thinks about it consciously. They focus on what efficiency is saying. Throughout the meeting, he keeps dropping the word "read" into his speech (these words sound vaguely similar to the word "red"). At the end of the meeting, he mentions that a follow-up meeting would be held early the next day.

When the next day comes around and the previous attendees show up to the follow-up meeting, most of them are wearing at least one red-colored item of clothing.

In this example, he uses related stimuli (the red tie and the word “read”) to induce a certain specific though in his colleagues’ minds. His trick works because his suggestions are very subtle. If he had gone ahead and used the word “red” in his speech, his colleagues would have made a conscious connection between the colors of his time and the word, and then they wouldn’t be subconsciously primed to wear the color red the next day. So, NLP only works if the suggestions fly under the radar.

Now Let’s Look at NLP Mind Control Techniques

If you want to use NLP to control someone’s mind, the first thing you need to do is pay close attention to them. You have to study them for a while so that you can understand their cues, including their eye movements, their breathing patterns, their eye dilation patterns, the way their faces become flushed in response to certain stimuli, their nervous tics, etc.

Studying your target helps you understand their emotional state as well as their baseline behavior. Those observations can indicate to you how a person takes in and processes information. For example, if you pay attention to a

person’s eye movements, you can conclude that he processes information through visual creativity if he looks up and to the right before responding to questions about colors of specific objects. You can conclude that he processes information through visual recollection if his eyes move up and to the left.

Even if you don’t fully understand the technical interpretations of the person’s cues, you can still use them as a roadmap to track any changes as you attempt to control their minds.

When using NLP to implant ideas into a person's mind, it's more effective if you speak with a "suggestive frequency." This is the frequency that matches the rate at which the human heartbeats. Under normal circumstances, the human heartbeats as the rate of 45 to 72 beats per minute, so you can put your target's mind in a highly suggestible state if you speak at about 60 words a minute (give or take ten words). This trick is often used in hypnosis.

To bypass your target’s conscious mind, you can use the “voice roll” technique. This is where you deliver your words in a specific pattern and pace with the aim of stressing certain points without raising the alarm in the conscious mind. You can emphasize the words that you want to entrench in the person’s subconscious, but you have to use a monotonous tone to avoid making them notice what you are doing.

As you subconsciously program your target, you have to introduce an “anchor.” An anchor is a specific stimulus that can return someone to a particular conscious state if it were to be reintroduced later on. For example, you can tap someone on the shoulder when he is in a particular state of mind. The stimulus (the feeling of being touched on the shoulder) will be linked to that particular state. So, when the person’s conscious state starts to change, you always have the option of touching them on the shoulder again and drawing them back to the desired state.

You can also control someone’s mind by covertly establishing a rapport with them. This can be done by mirroring your target’s body language in a positive way so that they feel connected to you, and comfortable enough to be receptive to your other NLP techniques.

As you deploy your NLP mind control strategy, you can make use of “hot words” to make your words more effective. Hot words are common words that can create strong connections to certain senses in a person. For example,

words such as now, see, feel free, because, hear, etc. have a way of invoking certain senses or mental states.

Now, let's look at how a typical NLP mind control strategy would play out if all the techniques are used in conjunction with each other.

First, you identify your target and start studying him or her. Here, you want to figure out which side of his brain is the dominant one (you can use the person's handedness as a guide in this case; in most cases, right-handed people have a dominant left hemisphere, and left-handed people have a dominant right hemisphere). You also want to know what their dominant sense is (most people have all their five senses, but in every person, one sense often seems to be more dominant than the others). You also want to know how their brain stores and accesses information. You also want to be able to tell how they behave when they are lying or when they are making up information instead of recalling it.

Secondly, you have to establish a rapport with the person (you can use the mirroring technique we discussed earlier). Once the rapport has been established, you now have to keep interacting with the person as you subtly steer them in the direction you want. You can use the voice techniques and the language patterns we've mentioned.

When you are looking to steer someone in a certain direction, you can use anchoring and elicitation. We have already discussed anchoring, but it's important to mention that when you are selecting an anchor, you should choose one that is unique, one that you can control on cue. If you use an anchor that is commonplace (such as coughing, nodding your head, etc.), you could accidentally trigger it at an inconvenient moment, and that will ruin your NLP strategies.

Elicitation involves the use of subtle nudges or suggestions to bet someone to reveal certain things about themselves. Here, you have to prime your target to volunteer certain information about himself without realizing what is happening. You can then use that information to manipulate the person further.

Remember that when you use NLP, your aim is to engineer certain responses, not to get the person to act completely out of character. It's about introducing subtle suggestions that nudge the person in a specific direction, not overhauling who they are. So, NLP can help a salesman sell a product to a

reluctant customer, or it can help a grafter swindle money from a mark, but as a standalone technique, it cannot be used to convince someone to join a cult or to commit murder.

You can use NLP mind control to condition yourself to deal with certain situations. For example, you can introduce an anchor on yourself when you are in a positive emotional state (i.e., when you are happy, motivated, and productive). When you find yourself slipping into a negative emotional state (egg if you as sad or stressed), you can trigger your anchor, and then you'd find yourself going back to your positive state.

NLP mind control can benefit you if you use it on yourself to improve your mental state, or if you use it on others to get what you want from them, but what happens if a malicious person uses these techniques on you?

You need to learn to guard against NLP's mind control. The following tips can help you identify and prevent NLP mind control:

First, you should be highly cautious when you realize that someone is copying your body language. Mirroring happens naturally, and it can be a sign that someone likes you or feels comfortable around you, but if you are dealing with a stranger (or a person you know who might be into NLP), you should put your shield up once you sense something is up.

When someone seems to be holding eye contact with you and tracking your eye movements, they could be attempting to figure out your baseline brain activity, and how you store and access information, so try moving your eyes in random patterns. At the very least, this will confuse them, and they won't be able to calibrate you properly.

If a person is acting suspiciously, don't let him touch you. He may be introducing an anchor in your subconscious to prime you to react in a specific way. If you experience certain heightened emotions and a person touches you (say on the shoulder), make it clear to them that they are not allowed to touch you again (so they won't be able to use the anchor they have just created).

Chapter 8 Body language technique in Dark Psychology and how to be aware of it and how to defend yourself from

We receive a whole lot more information nonverbally than we do verbally when we interact with other people. This seems strange to hear for a lot of people because when think of the word communication, speaking is usually the thing that comes immediately to mind. When you want to convey information to another person, you do so verbally, such as in a greeting exchange. When you are introduced to someone at work, for example, there is a verbal greeting which varies across cultures. In America, we would typically say something like, “hello, my name is Henry. It’s very nice to meet you.” There are variants of this, of course, but in general this is going to be recognized as a standard greeting for being introduced to someone new. But think about all the things that are happening in terms of behavior and gesture. This is where the importance of nonverbal communication becomes clearer.

What would your reaction be if you were being introduced to someone and they simply stood still, with no body movement whatsoever, including a completely flat, emotionless face, and simply said the words above. You would start to think maybe they were a robot and not human! This is because apart from the typical speech we hear associated with a greeting and meeting new people, there is a whole spectrum expected and accepted behaviors, gestures, and facial expressions that usually go hand in hand to make the situations look and feel typical and “normal.”

So many things happen in each second of the interaction. Just like other day-to-day routines that we take for granted and barely need to think about, all of these things happen, and we pick up on them unconsciously. There are also micro-expressions which we pick up unconsciously because they happen so quickly, our conscious minds don’t process them in a way that we recognize them at the forefront of our minds. David Matsumoto, PhD, talks of micro-expressions and explains that they are “unconscious, extremely quick, sometimes full-face expressions of an emotion.”

We talk sometimes of how we get “vibes” from certain people, and sometimes we can’t really explain why we have these particular feelings about a person. The fact that unconsciously pick up on micro-expressions and that this helps fuel our overall impressions of people, is a good indicator that these unexplained “vibes” or energy we get from people are similar a result of the information we are receiving but not actively engaged in within that moment. These sensations can be mild or very strong, sometimes provoking intense reaction during a moment of meeting someone. Perhaps this person reminded the individual of someone who hurt them when they were younger, or some past experience which marked them deeply. Whatever the case, it can be a spooky feeling when you feel a certain way about someone, even before they’ve had the chance to open their mouths.

But let’s examine the greeting again and look at what is actually happening during this short interaction. When a person meets someone formally, say in an American company, the person will extend their hand, slowly or quickly, apply pressure in a handshake, which can be firm or soft, and usually look into the other person’s eyes. He/she may be smiling in order to convey a friendly and approachable demeanor, or they may look more stern in order to convey a position of superiority and demand respect. They way the person is standing, they way their eyes either directly focus on you or are darting around in the background, even whether their feet and shoulders are oriented toward you or facing at an angle, all give you conscious and unconscious signals which give you information about this person, whether you like them, whether you think they like you, etc. It is truly staggering when little interactions like this are thoroughly examined because you begin to realize that the amount of information being exchanged in each microsecond is far above what anyone could consciously notice or keep track of. The brain is doing far more work than we even realize.

The handshake itself has a lot of connotation built into the gesture formed from cultural examination of dominant behavior. We discussed briefly the considerations that go in to how you shake a hand, from the pressure you choose to exert to the position of your hand. These things are picked up as subtle nonverbal and unconscious messages to the one whose hand you are shaking. Similar, your face will be sending all kinds of messages to the one you are greeting, and this can have a huge impact on their initial impression of you.

If you are aiming to make a good impression on someone with the intent of gaining their favor and being able to influence and practice manipulative techniques on them later on, it is very important that you ingratiate yourself to them so that they not only trust you and deem you a friendly figure in their lives, but also will not suspect you of any ulterior motivations. It will be much easier to exert your influence later if you have already established yourself as a friend that is nonthreatening and not challenging in terms of dominance or hierarchy.

Perhaps in your first conversations with your target, you are using the mirroring technique, in which you are reflecting the target's personality and mannerisms back to them so that they see you as something that is familiar and nonthreatening. These impressions will download into their minds without them even knowing as the subconsciously pick up on those micro-expressions you choose to express. So, what are some examples of these micro-expressions you can use in this situation? First, and perhaps foremost, is eye contact. Eye contact is a universal signal that what you are saying is holding another person's interest. It is also a gesture of respect, as you relay to the person you are speaking to that what they are saying is valuable and worth holding all other points of attention so that you can fully digest this information. There is nothing people like better than to a) see themselves in another person and b) get the impression that what they are saying is both fascinating and enlightening to the party being spoken to. So, it is important that you do your best to give your target both of these impressions.

You do so by offering direct eye contact, though not so much that you look creepy. Every now and then, look down to the ground or at a lower angle to the right or left. This will suggest that you are thinking through the words being spoken and digesting them, focusing on them. This will give the impression that the speaker's words hold weight and need to be thought over. Keep up a genuine smile while you are talking, and definitely try to laugh at the person's jokes. There is nothing more endearing to someone than talking to another who shares their sense of humor. Granted, sometimes you're not going to find what the person is saying to be all that funny, and in these situations you'll need to offer a "courtesy laugh," but it needs to come off as genuine, otherwise the interaction can go south very quickly!

Be sure to check now and then during the interaction to make sure that your body is oriented toward the speaker. You don't have to be directly head-on

opposite of their orientation, as this may cross into challenging or intimidating territory, but make sure that your feet and your shoulders are at least oriented at the closest 45-degree angle to facing them straight on. Holding your body this way will convey that you consistently interested in the interaction. In addition, you will need to fight the urge to look at your phone or fidget in other ways that you may be used to when interacting with other people in your life. We are all guilty of sitting at the table or in the living room and listening to another person in the room speak while we mindlessly scroll through facial media just as something to keep our hands busy. But this is definitely not something you want to do when you are talking to someone with whom you want to build rapport. If you were to get out your phone to check messages in the middle of a conversation with your target, he/she will automatically think that you are just talking to them because you feel obligated, and that you really wish you were doing something else or talking to someone different. This will work against your ultimate goal, so either set your phone on silent or leave it at your desk.

The key to a successful interaction here and in many other situations is full awareness of yourself and your body. As explained above, micro-expressions are expression that are so small and quick that they are picked up subconsciously and not actively, like a grimace or a wide grin would be.

Micro-expressions of boredom or any other emotion that is counter to what you are trying to express may be picked up on by your target, thereby sabotaging your plans, even if they aren’t yet aware of it. These same strategies can be applied in the dating scene. Let’s look at an approach by a young man to a young woman. He is aware of himself and will be cognizant of what his body language is conveying. He is also going to watch the body language and nonverbal communication of the woman.

A young woman sits by herself on a couch at a party. She has one friend nearby who is talking to another man, so she is busying herself by looking at her phone and drinking passively from a bottle of beer. The young man, let’s call him Frank, decides he will make an approach because he is attracted to the young woman. So, what is the first thing he does? If you said, walk right up to her and say hi, then you have not been listening! The first step is to observe. Frank wants to be smart about his strategy here, and the most important thing he can do to give himself a good chance is to gather information by observing the girl and what her nonverbal communication is

broadcasting. Keep in mind that some nonverbal communication is sent intentionally, while others broadcast information quite unintentionally. You may find yourself in a situation where your target is aware of your strategies and is playing you in return! This can create a tricky situation, so the more you can prepare yourself by maintaining awareness and gathering information beforehand, the more you will be prepared for whatever is thrown at you.

But let's get back to Frank and the young lady. Frank sees that her phone is on and she is looking at it, but her eyes are not moving in a way that suggests she is reading anything on the phone. She is also taking frequent sips from the bottle of beer she has, drinking much more quickly than anyone else around her. Every now and then, her eyes dart up to assess the social situation around her. When she realizes her friend is still talking to the random guy, she goes back to looking at her phone. What does this suggest?

Well, Frank is picking up on a few things here. One, she isn't actually invested in anything on her phone. She is just pretending to be occupied because she feels awkward, being left to her own devices by her friend, even though she is nearby. Frank also notices the way that she is sitting and her posture. She is sitting up straight, muscles rather rigid, with her legs and feet together and parallel. It doesn't look relaxed at all, and this also suggest a level of uncomfortableness. If she were relaxed and actually occupied with her phone, she would look much different, with relaxed muscles, probably slumped down into the sofa, and her eyes would be moving in a way that suggests she is watching a video or actually reading text.

So, how is Frank going to make his approach? He might consider mirroring her situation and approaching as someone who also feels a bit off in this environment. Perhaps he doesn't know anyone at the party and is looking for someone to talk to. The important aspect of this approach is going to be a mixture of vulnerability and a nonthreatening demeanor. She is already uncomfortable, so having someone come on to her in a direct or strong way is going to be even more off-putting. Frank will make sure that he is also holding a beer so that he does not come over to her and place in the exact center of his focus and consciousness. She will feel this and might feel self-conscious. If Frank is casually moving his attention from her to his drink, perhaps even looking at his phone (very sparingly), then this might help her feel less in the center of attention, or in the light. Frank approaches and

smiles, a little awkwardly. He gets her attention and introduces himself with a genuine smile and reaches out his hand. She takes it and smiles back. Then he asks her permission to sit next to her. This is an important step, and if she says yes, then Frank can rest assured that he has introduced himself into her space without intimidating her or creeping her out. This is a big win.

From here, there are a variety of ways Frank can proceed. For someone very new to NLP and nonverbal communication, mirroring might be the most straightforward and simple way to continue the conversation. Trying anything else and coming off as not being genuine will work toward completely destroying the chemistry going on, and the young lady may shut down the entire interaction instantaneously. But here we've established some of the most important aspects of observing body language and taking opportunities when they present themselves. Observation and reading subtle nonverbal signals is key to picking up on when someone is prepared to have someone entire into their purviews, whether you want to get "in" with a superior at a business function, make someone feel safe in the midst of anxiety, or approach a potential love interest at a party.

Chapter 9 What is Dark NLP

Neuro-Linguistic Programming has to do with the study of thoughts (neuro) and language (linguistic) in a systemic way and the scripts that run the life of an individual (programming).

It deals with the understanding and the development of the mind and the entire understanding of the language of the mind in relation to the way it is designed to function and the ways in which it is molded by the personal experiences of an individual. It is simply a study of a person's subjective reality.

A proper understanding of the language of the mind influences every aspect of a person’s life from his relationship with others to his communication skills with friends and clients to the general outcome of a person’s life. It is a holistic study that puts the spirit, body, past and present of an individual into consideration.

As homo sapiens who are gifted with the ability to think, it is presumed that our most important function is the thought or the thinking function. NLP, however, brings one to the understanding of the fact that no thought process exists in a vacuum, as they are a product of a person's perspective. It has a presupposition of perception as reality and it holds that the things, we think are colored by the way we think.

For different individuals there are different ways of thinking and interpreting reality. What NLP does is assist in the understanding of these various representational systems to help each person narrow down his own system. It helps in the understanding of the three different types of thinking patterns which are:

- Visual: deals with both pictures and visual metaphors.
- Auditory: sound (hearing).
- Kinesthetic: deals with the five senses, as well as gut feelings.

In NLP, a person is thought to take absolute control of his mind and ultimately his life. Unlike what is obtainable in psychoanalysis, which places its focus on “why,” NLP presents a more practical approach with its focus on

the “how.”

How NLP Works

If you are just coming across this topic for the first time, NLP may appear or seem like magic or hypnosis. When a person is undergoing therapy, this topic digs deep into the unconscious mind of the patient and filters through different layers of beliefs and the person's approach or perception of life to deduce the early childhood experiences that are responsible for a behavioral pattern.

In NLP, it is believed that everyone has the resources that are needed for positive changes in their own lives. The technique adopted here is meant to help in facilitating these changes.

Usually, when NLP is taught, it is done in a pyramidal structure. However, the most advanced techniques are left for those multi-thousand-dollar seminars. An attempt to explain this complicated subject is to state that the NLPer (as those who use NLP will often call themselves) is always paying keen attention to the person they are working on/with.

Usually, there is a large majority of NLPers that are therapists and they are very likely to be well-meaning people. They achieve their aims by paying attention to those subtle cues like the movement of the eyes, flushing of the skin, dilation of the pupil and subtle nervous tics. It is easy for an NLP user to quickly determine the following:

- The side of the brain that the person uses predominantly.
- The sense (smell, sight, etc.) that is more dominant in a person’s brain.
- The way the person’s brain stores and makes use of information (the NLPer can deduce all this from the person’s eye movement).
- When they are telling a lie or concocting information.

When the NLP user has successfully gathered all this information, they begin to mimic the client in a slow and subtle manner by not only taking on their body language, but also by imitating their speech and mannerisms, so that they begin to talk with the language patterns that are aimed at targeting the primary senses of the client. They will typically fake the social cues that will easily make someone let their guard down so that they become very open and suggestible.

For example, when a person’s sense of sight is their most dominant sense, the

NLPer will use a language that is very laden with visual metaphors to speak with them. They will say things like: “do you see what I am talking about?” or “why not look at it this way?” For a person that has a more dominant sense of hearing, he will be approached with an auditory language like: “listen to me” or “I can hear where you’re coming from.”

To create a rapport, the NLPer mirrors the body language and the linguistic patterns of the other person. This rapport is a mental and physiological state which a human being gets into when they lose guard of their social senses. It is done when they begin to feel like the other person who they are conversing with is just like them.

Once the NLPer have achieved this rapport, they will take charge of the interaction by leading it in a mild and subtle manner. Thanks to the fact that they have already mirrored the other person, they will now begin to make some subtle changes in order to gain a certain influence on the behavior of the person. This is also combined with some similar subtle language patterns which lead to questions and a whole phase of some other techniques.

At this point, the NLPer will be able to tweak and twist the person to whichever direction they so desire. This only happens if the other person can’t deduce that there is something going on because they assume everything that is occurring is happening organically or that they have given consent to everything.

What this means is that it is quite hard to make use of NLP to get other people to act out of character, but it can be used to get a person to give responses within their normal range of character. This may come in the form of getting them to donate to a charitable cause, or finally making the decision they had been putting off or getting them to go home with you for the night if they had considered it at some previous point.

At this point, what the NLP user seeks to do may be to either elicit or anchor. When they are eliciting, they make use of both leading and language to get the person to an emotional state of say, sadness. Once they can elicit this state, they can then lead it on with a physical cue by touching the other person's shoulder for example.

According to theory, whenever the NLP user touches the person's shoulder in the same manner, the same emotional state will resurface if they do it again. However, this is only made possible by the successful conditioning of the

other person.

When undergoing NLP therapy, it is very possible for the therapist to adopt a content-free approach, which means the therapist can work effectively without taking a critical look at the problem or without even knowing about the problem at all. This means that there is room for privacy for the client as the therapist does not really need to be told about whichever event took place or whatever issue happened in the past.

Also, prior to the commencement of the therapy, there is an agreement which ensures that the therapist cannot disclose any information, hence the interaction between the therapist and the client remains confidential.

In NLP, there is the belief in the need for the perfection of the nature of human creation, so every client is encouraged to recognize the sensitivity of the senses and make use of them in responding to specific problems. As a matter of fact, NLP also holds the belief that it is possible for the mind to find cures to diseases and sicknesses.

The techniques employed by NLP have to do with a noninvasive, medicine-free therapy that enables the client to find out new ways of handling emotional issues such as low self-esteem, lack of confidence, anxiety and destructive relationship patterns. It is also a successful tool in effective bereavement counselling .

With its roots in the field of behavioral science, which was developed by Skinner, Pavlov and Thorndike, NLP makes use of the combination physiology and the unconscious mind to bring about change in the thought process and ultimately the behavior of a person.

The Importance of NLP

Neuro-Linguistic Programming is not only necessary for the understanding of a person's being, but it also helps in the understanding of the way an individual is. It helps a person to get deep into the root cause of the problem, as well as the foundation of their being.

Here are some other reasons why NLP is important:

- It helps people take responsibility for the things that they feel they may not be able to control. With the help of NLP, it is possible for a person to change the way they react to events of the past and have a certain level of control over their future.

- It is very important for people to be aware of the body language of the members of their inner circle, as well as those who they seek to do business with. With NLP, it is possible to make use of language with both control and purpose, and with this it is possible to have control over your life.

Remember, you cannot expect to make the same mistakes using the same mindset and hope to get different results. During an NLP session, the focus is placed entirely on the client as they are made the subject. This helps a lot because at the point where a person can deal with his or herself as a person, they gain more clarity into his or her dealings with other people.

- It helps to improve finance, sales performance, marriage, health issues, parenting, customer service and every other aspect and phase of life. This is because it helps in the holistic improvement of an individual and when a person is whole, his interactions and relationship with himself and other people become whole as well.

- It assists in targeting your beliefs, thoughts and values and helps with the targeting of a person's brain functions, as well as developing certain behaviors. It also shapes the way these behaviors metamorphoses into habits and how the habits change to actions which in turn comes as results.

NLP is applicable in different vocations and professions. This is a tool that is very important in the mastery of sales, personal development experts and self-help, teaching, communication, parenting and other facets of life.

Chapter 10 dark persuasion methods

The distinction between persuasion and dark persuasion is the intention behind each activity. A persuasive person may be convincing another person to do something without having to think of the tactics to use or having a motivation. Dark persuaders, on the other hand, understand their intentions and have a bigger picture behind what they are doing. They know their victims and what motivates them to apply some tactics in persuading them.

Common Dark Persuasion Tactics

There are nine common techniques that dark persuaders use to persuade their victims successfully. The persuaders are well aware of their victims and will tactfully apply the methods to get what they want.

Foot in the Door

This is more of a principle that many dark persuaders follow. They ask their victims for smaller favors before asking for bigger favors. They first ask you for something little favor that will make you committed to helping them. The persuader then continues to ask for something bigger, which will be a way of continuing with something you had technically agreed on. Dark persuaders are aware that asking for small favor will increase your chances of agreeing to more prominent support.

Door in the Face Technique

Dark persuaders use the tactic in a quite different way from the foot in the door tactic. In this case, the persuader starts by requesting a bigger favor, and when you refuse, they do smaller favor. They are sure that refusing a bigger request increases your chances of accepting a smaller request. This technique of dark persuasion can be, for instance, be seen in people who work in sales. They request to purchase some things and when you decline, they persuade you to buy at least one. You will likely feel it is not right to reject both requests and end up purchasing one of the products.

Anchoring

Dark persuaders use the technique to influence the decisions you are about to make. You can be a victim of dark persuasion in instances when you are purchasing a product. To determine its value, you can compare its price to a similar product and decide from there. Anchoring is a very powerful technique used by salespeople to persuade their customers to buy a product. For instance, when looking to buy a new motorbike and come across a good deal for 13000$. You bargain with the salesperson, and they agree to lower the cost to 10000$. You will go home feeling satisfied, and contempt is thinking of how well you bargained. However, it is possible the value of the motorbike was even lower than 10000$, and the initial price of 13000$ acted as an anchor to persuade you to purchase it. You end up getting convinced that anything lower than the initial price is a good deal.

Commitment and Consistency

Dark persuaders believe that people will always remain consistent in their beliefs and actions. They are sure that making a victim be committed to a small request increases the chances of using the first commitment to influencing them to do more. They do this by first asking you whether you support a certain deal. When you agree, they will make another request that will make you feel obliged to act on it because you showed your commitment.

Authority

Habitual dark persuaders focus on authority in any subject or field. They make their victims feel they are a source of authority. They act superior to coerce other people to do as they want for their benefits. For instance, a person who has a twitter handle and would like to gain more followers, they may convince people of how rich they are and make them follow them to learn the tactics of getting rich.

Social Proof

Dark persuaders have a way of making other people fall into their traps through social proof. They do this by making their car feel that everyone else believes or acts in a certain way, so should they. They make their victims do as their peers are doing. A real-life example is when going through Facebook posts, and you are more likely to add a like to post with many likes other than then one that has no likes and comments. A student can also fall victim to dark persuasion by being persuaded to smoke because everyone else in the class smokes.

Scarcity and Demand

This is one of the most commonly used technique by dark persuaders. Salespeople and marketers are habitual users of this technique to persuade people to buy their products. They use the scarcity technique as a target for people who prefer purchasing goods that are in low supply. They will convince a customer that the particular product is available for some limited time or its supply is very low. This increases their chances of liking and purchasing it. On the other hand, they use the demand tactic to convince people that the product is original and that everyone else is purchasing it. This way, a customer will feel convinced to buy the product. Dark persuaders using this technique have a motive of benefiting themselves and the company and not necessarily for the benefit of the customers.

Reciprocation

Human beings will always feel the obligation of returning favors. Dark persuaders are aware that people will always give something in return regardless of whether it will be pleasing. Dark persuasion involves making a victim indebted to them. They consistently make statements or act in a way that increases the chances of the victim, giving them something they need in return. An example is when a salesperson dealing with oranges gives a piece of orange for a customer to taste. The customer will feel indebted and end up purchasing then oranges even when they did not intend to.

Consensus

Dark persuaders believe in an old saying that there is safety in numbers. They apply the principle of consensus by making victims who are unsure of how to respond to some situations look at them and act as they act. The persuaders

will convince a victim of making a certain choice by making them see there is no way all the other people who made a choice could be wrong. They make people feel motivated to move with the crowd with the sense that there is some safety in numbers. For instance, a hotel where customers are persuaded to reuse their towels. The customers are convinced that reusing the towels is an environmental benefit and that most people who check-in the hotel does so. This increases the chances of the customers reusing the towels even when they are unsure about it.

Dark Seduction

Dark seduction involves the use of coercive and manipulative techniques to get other people like you. There are various techniques used in dark seduction. These include;

Choosing the Right Victim

The art of dark seduction is dependent on the seduction target. Dark seducers tend to thoroughly study their prey and select those that seem much susceptible to their seduction charms. They tend to go for victims who seem unhappy, antisocial, and isolated. Choosing a perfect victim makes it easier for the seducers to have a smooth chase.

Creating a False Sense of Security

Approaching Indirectly- Dark seducers tactfully approach their targets because when they do it directly, their motives will not be fulfilled. They consider approaching a target at an angle that makes them eventually know who they are. They focus on coming up with a neutral relationship gradually moving from a mutual friend to becoming a lover. They instill some feelings of security to the target and finally strike their motives.

Sending Mixed Signals

Dark seducers have a way of making people recognize their presence and intrigue their attention before it shifts to other people. They send some mixed reactions such as earthly and spiritual, innocent and cunning, as well as tough and tender. These signals make people be drawn to them easily as they seek to know more about them. Dark seducers ensure they have created a power that hints something not really within them.

Appearing to be an Object of Desire

Creating Triangles- Dark seducers follow the analogy that people will always be attracted to those who have attracted the interest of others. To draw their victims closer, dark seducers make people hunger for their possession. People will be enticed to act in the best possible way to become the center of attention. They do this to try and win the dark seducer from the group of admirers.

Creating a Need

Stirring Anxiety and Discontent- As a satisfied person, you cannot easily fall into the traps of dark seducers. This is because dark seducers tend to instill disharmony and tension in their targets. They instill in them feelings of unhappiness and discontent in the circumstances they are in. The kind of inadequacy created in the victims makes them feel that the seducer is the only solution to the problems they are experiencing. Dark seducers will always study their target carefully to determine the need that they can fill.

Mastering the Art of Insinuation

Dark seduction involves making a victim feel dissatisfied and that the seducer’s attention is all they require. They do this by making everything suggestive.

Creating Temptation

Luring the target deep into dark seduction involve coming up with a relative temptation. Dark seducers use some tactics that are beyond the control of the victim. They study their weaknesses, fantasies they are yet to realize and come up with a hint that will allow the victim to follow them. They ensure they have made the victim's curiosity stronger.

Isolating the Victim

Dark Seduction applies this technique in a bid to make the victim more vulnerable to the influence of the seducer. They do this by removing the victim from their normal home, family, friends, and colleagues. The victims start feeling marginalized for leaving the environment they are used to and entering another. They feel they lack outside support, and they can easily be led amiss.

Stirring up the Transgressive and Taboo

Dark Seducers know that many people are ready to explore the dark side of life. They will seduce such victims by convincing them they are being led beyond their limits. Once the target has the desire to transgress, it becomes difficult for them to stop. A powerful bond ends up being created between the seducer and the target.

Tips To Help You Avoid Being A Subject Of Dark Seduction

Be Alert

Always consider looking at your surroundings to establish the kind of people around you. Dark seducers are likely to identify their targets easily. Consider making brief eye contact with everyone around you, but do not stare at them. Try to avoid being scared, and do not keep on checking your phone.

Walk with Purpose

Dark seducers are likely to identify people who seem confused and make them their targets. Walk like you are aware of where you are going. In case

you have to ask for directions, do not stop people on the streets but ask from store clerks, restaurant employees, or guards on shops or offices.

Do Not Allow People to Stop You

Dark seducers will do anything possible to make people fall into their traps. Do not be too easy to stop a stranger anytime asks you to. Just keep moving and do not follow strangers.

Closely Watch Your Body Language

Ensure you walk in an organized way. This is because dark seducers will target people who show fear and physical vulnerability as they walk.

Chapter 11 Deception Tactics

It is the act of causing someone to believe something that is untrue. We all practice deception in one form or another. Some lies are bigger than others, telling your partner that you could never cheat on them is a big one for example. Telling your friend that she looks great in those jeans could just be a way of sparing her feelings.

Deception is not always practiced on other people. We can often self-deceive to preserve our self-esteem. Telling ourselves that we can achieve certain goals when all the evidence points to the fact that we can't is a healthy form of deception, but self-deception can lead to serious delusions.

Deception is an art employed by an agent to spread beliefs in the subject which are untrue, or truths coated with lies. Deception involves numerous things, example dissimulation, sleight of mind, suppression, cover-up, propaganda etc. The agents win the favor of the subjects, they trust him and are unsuspecting of his propensity to be dubious. He is able to control the subject's mind having won their confidence and trust. The subjects have no doubts on the agent's words, in fact the subjects trust the agent completely and possibly plan their affairs based on the agent's statements.

The deception practiced by the agent can have grave consequential effects if discovered by the subjects. How? The subjects will not be disposed to hearing his words, neither will they accept them anymore, no wonder the agent must be skilled at the deception technique. He must create an escape route to cover up if things boomerang and still retain the trust his subjects have in him.

Deception breaks the laws that govern relationships and it has been known to affect negatively the hopes that come with relationships. Deception does occur every now and then and this could result in feelings of doubt as well as disloyalty among the two people who are in the relationship. Nearly everyone desires to have an honest discussion with their partner; if they find out that their partner has however been dishonest, they, in turn, need to find out how to make use of confusion and distraction so as to get the dependable and honest information that they are in need of. Trust, on the other hand, would

be lost in the relationship, making it hard to restore the relationship to its former glory.

The individual on the receiving end of both dishonesty and betrayal would always wonder about the things their partner was telling them, thinking about whether the story was true or false. As a result of this new doubt, most relationships will be brought to an end once the agent realizes their partner's dishonesty.

While it is an accepted fact that we all use deception, it is a personal choice as to the nature of your lies. The trick is to be able to recognize deception in others. This means that if we know the giveaway signs that tell us we are being lied to; we can avoid displaying them if we choose to practice deception.

Deception is another key aspect that comes with dark psychology. Like many other tactics that come with dark psychology, it is sometimes difficult to tell whether one instance of deception is considered dark or not. But before we explore more into this, we need to first understand what deception is all about in our world.

Deception is going to be any word or action that is capable of making someone believe something that is not true. Fraudulently providing evidence for something that is false, implying falsehood, omitting the truth, and lying are all examples of deception.

Deception is going to become dark any time when it is carried out with an indifferent or negative intention towards the victim. Dark deception is an understanding that the truth is not going to serve the deceptive aims of the deceiver. The deceiver is going to take the truth and either ignore, hide, or change it in favor of a version of events that suits their purpose a little bit better. Those who employ dark deception mean to do it as a way to harm, rather than to help. They want to help out their own interests, but they don’t care who gets hurt in the process.

Types of Deception

Exists

This is when the representative comprises details or offers details that is totally various from what is the fact. They will certainly provide these details to the topic as reality as well as the topic will certainly see it as the fact. This

can be unsafe because the topic will certainly not recognize that they are being fed incorrect info; if the subject recognized the details was incorrect, they would certainly not likely be speaking with the representative as well as no deceptiveness would certainly take place.

Misrepresentations

This is when the representative will certainly make inconsistent, unclear, or indirect declarations. This is done to lead the based on obtain overwhelmed as well as to not comprehend what is taking place. It can likewise assist the representative to preserve one's honor if the topic returns later on and also attempts to responsible them for the incorrect details.

Camouflages

This is just one of one of the most typical sorts of deceptiveness that are utilized. Cover-ups are when the representative leaves out info that matters or essential to the context, deliberately, or they take part in any kind of actions that would certainly conceal details that relates to the topic for that specific context. The representative will certainly not have actually straight existed to the topic; however, they will certainly have seen to it that the essential details that is required never ever makes it to the topic.

Lies

This occurs when the agent manufactures information or provides information that is not similar to the truth. They will give this information to the unsuspecting individual as the truth and the individual will then see this lie to be fact indeed. However, this can be unsafe as the person being given this false information would have no idea about the falsehood; most likely, if the subject understood that they were being given information that was not true, they would not be on talking terms with the agent and no deception would have occurred;

Equivocations

This is the point at which the agent will make statements that are differing, unclear, or not direct, such that the subject becomes confused and does not understand what is going on. Also, it can help the agent to preserve their reputation, saving face if the subject later returns to blame them for the falsehood.

Concealments

It is the most frequently used form of deception. It refers to when the agent leaves out information that is related or critical to the situation on purpose, or they display any such behavior that would cover up information that is of importance to the subject for that exact situation. The agent won't have lied straightforwardly to the subject, they will, however, have ensured that the vital information required never gets to the subject.

Exaggeration

Exaggeration occurs when the agent emphasizes too much on a fact or stretch the truth just a little so as to twist the story to suit them. Although the agent may not directly be lying to the subject, they will manipulate the situation such that it appears as though it is a bigger deal than it actually is, or they may twist the truth to make the subject do whatever they need them to do;

Understatements

This is the inverse of the exaggeration tool in the sense that the agent will present part of the fact as less important, telling the subject that an event is less of a deal than it actually is when in it really could be what decides whether the subject gets the opportunity to graduate or gets a huge promotion. As such, the agent will be able to return to the subject saying they had no idea how huge a deal their omission was, they get to keep their reputation leaving the subject to look petty if they protest.

Disguise

Camouflage is an additional element that can be located in the procedure of deceptiveness. When this happens, the representative is functioning to develop an impact of being something or someone else. This is when the representative is concealing something regarding themselves from the subject such as their actual name, what they provide for a work, that they have actually been with, and also what they depend on when they head out. This goes better than simply transforming the attire that somebody uses in a play or a film; when camouflage is utilized in the procedure of deceptiveness, the representative is attempting to alter their entire character in order to method as well as trick the topic.

Simulation

Simulation involves presenting false information to the subject. Three methods that can be used in simulation include mimicry, fabrication, and distraction.

In mimicry, otherwise defined as the copying of another model, the agent will without thinking be giving a picture of something that is like themselves. They may have a plan that is like another person's and rather than giving credit to the other person, they will say that the plan is all their doing. This type of simulation can happen regularly through sound-related, visual, and other methods.

Fabrication is yet another means of deception. Here, the agent takes something found in reality and changes it until it becomes different. They may tell a tale that did not take place or add to a true story to make it better or worse.

While the heart of the story might be true, agreed they got a poor score on a test, it will have some additional things put in, for example the teacher gave them a poor score intentionally. While in reality, the agent got a poor score because they failed to read.

Lastly, distraction is another type of simulation in deception. In this case, the agent makes an effort to get the subject to concentrate on other things, but not the truth; usually done by offering the subject with something that may be more tempting than the truth that has been hidden from them. For instance, if a cheating spouse thinks the wife is beginning to suspect, he may bring home a precious stone ring to distract her from the matter even for a short while.

The problem with this method is that it is not usually long-lasting and as such, the agent has to look for a new way to trick the subject if they are to keep the process going.

Overestimation

This is when the representative will certainly overemphasize a truth or extend the fact a little in order to transform the tale the manner in which they would certainly such as. While the representative might not be straight existing to the topic, they are mostly likely to make the circumstance appear like a larger offer than it truly is or they might alter the fact a bit to make sure that the topic will certainly do what they desire.

Exaggerations

An exaggeration is the specific reverse of the overestimation device because the representative is mostly likely to minimize or lessen facets of the reality. They will certainly inform the topic that an occasion is not that huge of offer when as a matter of fact maybe the important things that establishes if the subject reaches finish or obtains that huge promo.

The representative will certainly have the ability to return later on as well as state just how they did not recognize just how huge of a bargain it was, leaving them to look great and also the based-on look virtually minor if they grumble.

How to use deception

Deception is used in order to propagate in the subject beliefs in occasions as well as things that just are not true, whether they are complete lies or just partial lies. Deception can entail a great deal of various things consisting of sleight of hand, propaganda, as well as dissimulation, camouflage, camouflage, interruption. This form of mind control is so hazardous because the subject typically does not recognize that any kind of mind control is taking place in all. They have been persuaded that a person point holds true when the complete opposite is right. This can get dangerous when the deception is hiding information that can keep the subject risk-free.

Frequently, deceptiveness is seen during relationships as well as will generally result in sensations of mistrust and betrayal between both companions. When deception occurs, there has actually been a violation of the relational regulations and can make it challenging for the partner to rely on the other for a very long time. When they discover that somebody, they

are close to is tricking them, they may have concerns with trusting others and also will certainly not have the complacency that they are utilized to.

Deception can create a great deal of problems in a partnership or within the representative as well as subject. The topic will have a great deal of concerns relying on the representative in the future once they learn about the deceptiveness.

There will certainly be times when the deception will be performed in order to help out the partnership. These would certainly consist of points such as not telling a spouse when a person claims something implies about them. Various other times the deceptiveness is a lot more spiteful or unsafe in nature such as when the agent is hiding vital info from the subject or is even tricking in the person that they really are. Regardless of what kind of deception is being deployed, most individuals agree that deceptiveness is damaging as well as ought to not be done.

Chapter 12 Brainwashing

Brainwashing can simply be defined as a process where a person or a group of people make use of some underhand methods to talk someone into changing their will to that of the manipulator.

When discussing this topic, it is important to delineate between honest persuasion and brainwashing, as there are several ways that people persuade one another these days, especially in the field of politics.

A very easy way that people persuade others to conform to their will is by stating a few things that could typically induce a yes response from the target. They then use some statement of facts as the icing on the cake. At the end, they state what it is that they want people to do. For example, consider the speech below:

“Are you tired of paying exorbitant fares for your child's schooling? What about the rising prices of gas and power supply? Are you concerned about the constant riots and strikes? Well, a good point to recall that the government has mentioned the country is gradually drawing close to recession and that the prices of fuel will continue to rise as they are seeing the greatest drop in the economy since the end of the civil war. If you want the country to change for the better, vote democrats."

The truth is that you may not want to agree with the fact that these are brainwashing techniques which may come off as subtle persuasion and that they are techniques in the hands of manipulators.

Here are some of the most common manipulation techniques that you should watch out for:

Isolation:

When trying to brainwash a person, one of the first things usually done is the isolation of the victim from their family, friends and loved ones. This is to ensure that the victim will not have any other person to talk to besides the manipulator. So, the victim will get all their ideas and information from the manipulator while avoiding any possibility of a third party stepping in to ask

what is going on.

Attack on the victim’s self-esteem:

Since the manipulator has successfully isolated the victim, he must look for a way to break his will and self-esteem. They will then use the process to begin to rebuild the victim in whatever image they wish to.

The only way a person can be brainwashed is if the person manipulating them is superior to them. This attack on the person’s self-esteem would manifest in the form of intimidation, ridicule or mocking the victim.

Mental abuse:

The manipulator will try to brainwash their victim by putting them through a phase of mental torture. They will do this by telling lies to the victim and making them feel embarrassed by telling them the truth in front of other people. They can also bully these victims by badgering them and not leaving room for them to have any form of personal space.

Physical abuse:

Manipulators understand there are many physical techniques that can be used to brainwash the victim. These techniques include depriving the victim of sleep and making sure that they stay cold, hungry or causing bodily harm by exhibiting violent behavior towards them.

The manipulator can also make use of some much more subtle ways like increasing the noise levels, making sure that there is a light that is always flickering on and off or raising or lowering the room's temperature.

Playing repetitive music:

According to a study, if a person plays a beat repeatedly, especially a beat that has a range of about 45 to 72 beats each minute, it is possible to introduce an extremely hypnotic state. This is because repetition is much closer to the rhythm that comes from the beat of the heart of a human being.

This rhythm, however, can cause an alteration to the consciousness of the person until they reach what is known as the Alpha state, which is where the person becomes 25 times more suggestible than he would ordinarily be when they are in a Beta state.

Allowing the victim to only have contact with other brainwashed people:

When the manipulator is brainwashing a person, they ensure that the victim does not encounter any other person/people besides those that are already brainwashed. This is to create room for peer pressure.

The truth is that everyone desires to be liked and accepted. This is more prevalent when a person is a new member of a group. In such a case, the person will typically adhere to and promote things that the other members are saying which will secure them a space with their new company.

Us vs. them:

This also has to do with the possibility of being accepted by a group. The manipulator makes the victim feel like there is an “us” and a “them.” So, they are offering the victim a chance to choose the group they wish to belong to. This is done to gain absolute loyalty and obedience from the victim.

Love bombing:

This technique has to do with attracting the victim to the group through physical touch and by sharing some intimate thoughts with the victim. Emotional bonding is also used in this technique through a show of excessive affection as well as constant validation.

All the above mentioned are a few ways to brainwash a person. Once a person is brainwashed it is usually very difficult to get them back to normal. They develop more rigid neural pathways than other people and this could be an indication of why it is always very hard for a brainwashed person to double check their situation by rethinking it once they have been brainwashed.

Avoiding Brainwashing Techniques

To avoid brainwashing, one would first have to avoid the brainwashers themselves. However, since this is often impossible, there are other ways in which one can avoid being brainwashed.

Let’s take the art of advertising for instance. There is no way you can avoid advertisements, as they have become a part of our daily lives. In fact, if you wish to continue to watch TV and movies while avoiding ads, it may cost you a lot. So, the best thing you can do is cut the things you can cut and in cases where you cannot cut them, you try to find a balance which most times is the easiest thing to do.

Doing this mostly entails that you give yourself every piece of information that you need. Here are the things you need to do:

Identify every piece of manipulative message you have received:

Find a message that is contrary to the one that you have received, regardless of whether it is also a manipulative message. You can try to look for either a neutral or an unbiased version of the same message too.

Compare the different sources of information and decide how you feel about them:

Whether the brainwashing is mild or extreme, it can only be made possible when the person is in isolation. When the only thing you hear is the brainwashed message, because you are not open to other sources, it is very likely that you will begin to accept the message without giving it a critical

thought. So, if you desire to avoid being brainwashed, the best you can do is surround yourself with a wide range of information instead of simply giving into the messages that keep you in your comfort zone.

Practical Uses of Brainwashing

Political Brainwashing

A typical example of political brainwashing is China's use of persuasion techniques. The communist party of the People's Republic of China used the phrase "xi nao," which means to wash the brain, in describing the methods they used in persuading the people who didn't believe in the message of their party which was about orthodoxy.

Although the attention of America was later drawn to the thought of reconstruction or brainwashing from the effect of the Korean War, brainwashing had already been used in China on the citizens of the country. What the Chinese communist party did was to refine and adopt the technique that was used in the Soviet Union earlier to prepare their prisoners for show trials.

The Soviets had so much to learn from this inquisition. Within the Chinese context though, these brainwashing techniques had more goals than simply controlling those that were in prison camps in North Korea. What they also aimed to achieve was getting the prisoners to confess and convince others that were accused that they had committed crimes that were against social acts. This was to induce a feeling of guilt in them, so they began to desire some fundamental changes in the way they perceived the institution of the then new communist society.

To get this done, the government of China looked out for changes in the victims of the brainwashing or thought reform process. Their goal above all, which drove these extreme efforts, was made up of the reformation of an individual with either a feudal or a capitalist mindset into becoming a "right thinking" individual in the new sociopolitical system. Simply put, to change what the state considered to be the criminal mind into what could be a non-criminal mind.

Mass Brainwashing

This type of brainwashing is applicable to societies where the government has tight control over mass media and the educational sector, which they use to spread information in a very intensive manner.

The aim of this type of governing system is to brainwash a very large section of the populace and this happens more in countries or societies where there are nationalist or religious sentiments. These sentiments are used to feed the people with the type of information they wish to have them go with.

This type of brainwashing is very possible in societies where the populace is

not very educated and there is limited access to independent or foreign media.

Brainwashing in Fiction

There have been cases where brainwashing has been used in the imaginary world or fictional works. There have been fictional works where the idea of brainwashing could change the attitudes, thoughts and beliefs of individuals.

Examples of this kind of work are:

Nineteen Eighty-Four by George Orwell:

In this book, the totalitarian government of Oceania made use of brainwashing to get rid of any form of nonconformist thoughts or any rebellious personalities. This is deep into the society that children turned against their parents whom they thought exhibited these nonconformist tendencies as well as friends against friends and what have you. The government made use of the media, stage plays, banners and every other information dissemination outlet to pass their totalitarian messages.

A Clockwork Orange by Anthony Burgess:

In this book, criminals were re-educated in order to get rid of their violent tendencies.

The Manchurian Candidate:

This movie shows concept of brainwashing as the central theme of the movie, where a soldier is turned into an assassin by the communist brainwashers with a technique that is akin to hypnosis.

This idea of a person enslaving another person to do his bidding without exerting any other form of violence has proven to be fascinating to both dramatists and movie viewers for several ages.

Conclusion

Have you ever thought of creating a negative impact on this life? Sometimes people are engrossed with the right things or morals they have and forget their dark sides. Other scenarios are where one is prized highly even by parents that you value yourself of a higher standard than your counterparts. That feeling is sometimes unfortunate because you may think you are right in anything, whereas other individuals see our weakness. That is why it is good to accept all corrections as one cannot identify their ills or wrongs unless you are told.

What about the dark side you have? You may be surprised to know that the dark side in you can be used as an advantage. Sometimes one is too proud to recognize the vices one has. Other people know their vices, and they feel pressured to control them, therefore generating a personality disorder. You may be that guy who is always viewed to be wicked; thus, everybody fears that character in you. You, therefore, feel isolated and think you cannot do anything to change their perception of you.

Another instance is that you may have been involved in a sorrowful ordeal. Your past tends to determine the life course one chooses. You feel that you cannot try a particular task because you failed once, and you believe you are a complete failure. Maybe at one time, you were short-tempered to the extent of injuring your friend or sibling with a machete. Therefore, you will grow with the attitude that there is a hidden darkness in you.

In some cases, this is the demonic part of you, and you should try to control it in every way. Many relationships have broken because the partners did not take time to know the evil of the other. All they shared is their bright linen, and they did not take time to understand the dirty linen of the other spouse. It would be hurting to know the prince charming or the queen you once believed can hart you in a way you never expected.

Therefore, it is suitable for everybody to recognize the demonic part of you and try to share it with anyone who can understand. Moreover, before getting into a relationship, dig in the background to identify the weakness of your beloved. Everybody has the evil spirit inside, which you may know or do not.

Do you ever think your enemies can ever tell you something positive? But consider asking them what they hate you for, you may realize they do not hate you but dislikes the vice in you. You may further be surprised that they want you to change for the better. It is essential to know who your real friends are because some are fake friends. They will relate with you to discover your weakness, of which they will exploit you negatively.

Having that evil side is sometimes a positive thing because you will know your true nature. Sometimes you are afraid that your close friend will discover your dark side and laugh at you. At other times you like living alone because you feel the demon in you will harm the people you care. Such people experience low self-esteem and do not see any value in themselves. However, there is good news. do you know even the best of you may be the dark side to other people? You may be that bright guy in school or that star player, but do you know too much of anything is poisonous. You are used to being praised or celebrated by your colleagues; therefore, you developed that arrogance attitude. Hence that is an evil nature in you.

PART 2:
Introduction

Manipulation is a technique using which a person can indirectly control the behavior, emotions as well as relationships with other people. There are lots of people who get engaged in periodic manipulation. When we tell an acquaintance that we feel fine but in fact we are depressed, it is a form of manipulation because we are on our way to controlling the perceptions of our acquaintances and also their reactions. Manipulation has a deep connection with emotional abuse, especially in intimate relations. The word manipulation is perceived as negative when it tends to harm our emotional, physical and mental health of a person.

Manipulation is a form of social influence which uses indirect, underhanded, and deceptive tactics to change people's perceptions and their resultant behavior. Usually, the end goal is to advance the interests of the person who initiates the manipulation. In many cases, manipulation happens at the expense of the person that is being manipulated; they may be emotionally, mentally, or physically harmed, or they may end up taking actions that are against their own best interests.

It's important to note that social influence is not inherently bad; one person can use manipulation techniques for the good of the person he or she is manipulating. For example, your family members or friends can use social influence and manipulation to get you to do something for your own good. The people who mean you well might manipulate you as a way of helping you deal with certain challenges or to help you make the right decisions.

How Manipulation Works

There are several psychological theories that explain how successful manipulation works. The first and perhaps the most universally accepted theory is one that was put forth by renowned psychologist and author, George Simon. He analyzed the concept of manipulation from the point of view of the manipulator, and he can up with a pattern of behavior that sums up every manipulation scenario. According to Simon, there are three main things that

are involved in psychological manipulation.

First, the manipulator approaches the target by concealing his or her aggressive intentions. Here, the manipulator seeks to endear himself to his target without revealing the fact that his ultimate plan is to manipulate him or her. The manipulator accomplishes this by modifying his behavior and presenting himself as a good-natured and friendly individual, one who relates well with the target.

Secondly, the manipulator will take time to know the victim. The purpose of this is to get to understand the psychological vulnerabilities that the victim may have so as to figure out which manipulation tactic will be the most effective when he ultimately decides to deploy them.

Depending on the scenario, and the complexity of the manipulation technique, this stage may take anywhere between a few minutes to several years. For example, when a stranger targets you, he may take only a couple of minutes to "size you up" but when your partner or colleague seeks to manipulate you, he or she may spend months or even years trying to understand how your mind works.

Chapter 1 What Is Manipulation?

Manipulation is a topic that most people are going to turn their noses up at. They do not like the idea that comes with it, and they assume that they are above and beyond using these kinds of techniques.

To help us out with this we need to first take a look at manipulation and what it is all about. Manipulation is going to be the practice of using some indirect tactics to control the relationships, emotions, decisions, and even behavior over the target and how they react to things. This is often going to use a lot of different options that you are allowed to use including persuasion, mind control, deception, and more to get what they want.

Most people are going to use some form of manipulation at some point or another in their lives. For example, if you have ever had a day that wasn't going well or you weren't feeling that good, but you told someone who asked that you were doing "fine" then this is a form of manipulation. This is considered manipulation because it is going to control the perceptions and the reactions that the other person has concerning you. Even if you did it to avoid a confrontation, to avoid having someone pity you or some other reason it still changed these perceptions of you.

Manipulation, at least the way that we often think about it, and the manipulation that is used in dark psychology, is going to have consequences that are often more insidious. This can sometimes include some form of emotional abuse, especially if the manipulator is in an intimate relationship with the other person. This is why a lot of us assume that all forms of manipulation are bad, but we will hold this opinion, even more, when we see that it harms the mental health, emotional health, and physical health of the other person who is the target.

While people who are the manipulators are going to do this to their target because they want to have some control over their own surroundings and environment, it is true that the urge to do the manipulation is going to stem from some anxiety and fear that is deep down. In any case, it is not going to be seen as a behavior that is all that healthy for either party.

Engaging in manipulation is going to seem like a great idea to the one who is manipulating. It allows them to gain the control that they want, and they get to receive whatever they wanted in the process. However, when they use this

tactic, it is not only going to cause some harm to the other person, the target, it is going to make it hard for the manipulator to connect with their own authentic self and get the benefits that come with that.

The mental health effects of manipulation

If manipulation is not addressed in the manner that it should be, there are going to be a lot of mental health concerns that the target is going to have to deal with .

While we all may be manipulated at one point or another, most of the time it is seen as harmless and we don't need to worry about it. But when the target is manipulated on a chronic and consistent basis in close relationship to the manipulator, it could be a sign that some kind of emotional abuse is going on at the same time. Depending on the individual, this is going to show up similar to a form of trauma as well.

There are a lot of different signs and symptoms that can show up when someone has been manipulated for a longer period of time. some of the signs of a victim of chronic manipulation can include:

1. They will always put the needs of someone else before their own, no matter how bad it may hurt them or how much the other person is asking of them.
2. They are used to lying and covering up for the feelings that they have.
3. They are always working to make the person who is manipulative as happy as possible, but it always seems like they are failing.
4. Their coping patterns are not as healthy as they should be.
5. Many targets of manipulation are going to develop deep anxiety.
6. Those who are the targets of manipulation are often going to have some level of depression to work through as well.
7. Those who have gone through this kind of manipulation for a longer period of time may find that it is really difficult for them to put their trust in anyone else.

There are some cases when the manipulation is going to become so pervasive that it will cause a victim to start questioning the perception that they have when it comes to reality. A good example of this is the movie "Gaslight". This story shows us how one woman was subtly manipulated by her husband for a long time. this was so persistent that the wife started to no longer trust what she saw or her own perceptions of things. For example, the husband was able to turn down the gaslights and then convinced his wife that the dimming light she was seeing was just something in her own head, not a part of

reality.

While most of us are not immune to using manipulation at some point or another, a chronic pattern of manipulation can indicate that there could be a sign that there is a health concern mentally to work with.

Studies have shown that manipulation is going to be really common when it comes to personality disorder diagnoses, including narcissistic personality and borderline personality. For many people who are dealing with BPD, manipulation is going to be the means that the patient is able to meet some of their needs emotionally or that they are able to obtain the validation that they need. And the manipulation in these cases is more often to occur when the person with BPD feels like they are abandoned or insecure. This doesn't excuse the behavior or makes it any better, but it does explain the kind of person who is most likely to use this kind of technique.

Now there are also going to be patients who are dealing with narcissistic personality disorder going to have many different reasons why they will want to use manipulation. When we encounter someone who has NPD, it is easy to see that they run into issues forming close relationships, they may end up turning themselves into the victim to help make sure that their partner is going to stay in the relationship. They are also likely to use a few of the other techniques that come with manipulation including gaslighting, controlling, playing the victim, blaming, and shaming.

Manipulation when it shows up in relationships

When it comes to manipulation that stays around for the long term, we will quickly find that it can have a big effect on the relationships that we have. this can include the relationship that we have between our romantic partners, family members, and even friends. When it is used for too long and too often, manipulation is going to run the health of any kind of relationship. And for the target, it is going to result in poor mental health. Over time, the target is going to catch on to what is happening or get sick of the way that the relationship makes them feel, and they will leave.

Let's look at how manipulation is used in a marriage or another partnership. Manipulation is going to cause one of the partners, this one is the target to feel like they are worthless, isolated, and bullied. Parents who decide to manipulate their children and this can set the child up for a lot of problems in the future as well. This has been shown to result in many mental health conditions, eating issues, anxiety, depression, and guilt in these children.

Examples of manipulative behavior

There are a wide variety of behaviors that can be considered manipulative, especially when they end up causing some kind of harm to the other person in the process. Sometimes, it is possible for someone to manipulate another one without really realizing what they are doing. But then there are those who are going to do this kind of manipulation in order to help them get better at it in the future or to help them get what they want out of life. Some of the signs that we are able to see when it comes to manipulative behavior will include:

1. They will isolate the target from loved ones and friends to help change up the perception of that target.
2. They will keep out some of the most important information that they have in the hopes of convincing the target to act in a certain way.
3. They are dishonest and lie from the very beginning.
4. They will imply a threat in order to keep the target where they are.
5. There will be a lot of passive aggressive behavior from the manipulator towards their target.
6. Use of sex to help the manipulator to achieve their own personal goals.
7. Verbal abuse

As the motives behind this kind of manipulation are going to vary and can be something that is done without much thinking, or it can be done with the intent to harm the target to give the manipulator what they want. But no matter what method is going on here it is so important for the target and others to identify the circumstances that come with manipulation and how they are able to deal with it. While breaking things off with the manipulator as soon as possible may be so critical when it comes to situations of abuse, it is possible for a therapist to help others learn how to deal with or confront the manipulative kind of behavior that they are getting from others.

Chapter 2 Manipulation And The Manipulator

Manipulators take manipulation seriously. They often treat scheming as if their lives depend upon it because they believe their lives do. They honestly believe that if they do not deceive and exploit their partner, their life and well-being will be adversely affected. This belief is usually deep-seated and formed early in the life of the manipulator. It is quite common that manipulators learned this behavior from a parent or significant other. Those who grew up seeing manipulation in the relationships of the adults in their lives may be more likely to act based upon ulterior motives. Why? Because they understand how deception works.

People learn the strategies employed in the governing of relationships from the adults in their lives, most notably their parents. Just as those who grow up seeing their parents interact in a healthy positive relationship are more likely to construct and conduct their relationship using that model, the manipulator will likely model their relationship after the first significant romantic relationship they observed.

Also, as we mentioned earlier, many manipulators have been involved in relationships where they were manipulated .

They can vividly recall feeling powerless within a romantic relationship. They remember doing everything they could to please a manipulative partner, who in their view rarely acknowledged and never appreciated anything they did. In turn, they decided that since someone is destined to be the lesser in a relationship, it would not be them, not ever again. Therefore, any perceived slight or disobedience ignites a need to get even or oppress their partner into doing their will. This is done with the goal of making sure the partner does not act independently, for independence is the enemy of a controlling partner.

While manipulation is time consuming and may be emotionally draining, the manipulator is reluctant to discontinue its use because they have become addicted to the feeling of security, no matter how false, it can bring. The manipulator engages in acts of manipulation because it helps them feel as if the relationship, as well as their partner, is under control. Opposition ceases

to concern the manipulator, and really becomes just another hurdle that they have effectively developed the strategies to overcome. It is an odd sort of confidence that a manipulator has. While born of insecurity, master manipulators know how to inspire their partner into a desired behavior or action.

Ironically, manipulators lack true genuine self-confidence. This is because a great deal of their false self-esteem comes from their ability to control their partner, and that esteem is jeopardized every single time their partner acts independently. A key factor in stopping manipulation is gaining control over the only person you can truly control: yourself. This is as true for the person being manipulated as it is for the manipulator. To do this, the decision to work towards gaining authentic self-confidence must be made. All of your focus must be directed on accepting what makes you unique and doing what makes you happy. There must be a willingness to do the work necessary to become the type of person you most admire. Be forewarned; this is an arduous task. You will be required to confront those aspects of your development and personality which may invoke feelings of shame, anger, guilt, and sadness. But those are the very feelings that contributed to becoming involved in a relationship characterized by manipulation because those issues were never successfully resolved.

And remember, time is the enemy of those involved in manipulative relationships. Why?

Because for the manipulator, the time spent puppeteering a partner is time lost forever. The time you spent destroying your relationship, when you could have been strengthening it, will not return. Time you used to learn how to deceive and hurt your partner, could have been spent learning to understand and support them. And it is time that is completely wasted should your partner decide to do the work they need to do in order to heal, because once they heal, they may decide to leave you. All that time spent manipulating only to end up old, lonely, and bitter.

For the person being manipulated, time is not your friend either. The longer it takes you to assert and save yourself, the more jaded and insecure you will become. You will forget how to be in a healthy relationship, and you may even lose the desire for one. After all, you were the puppet. Without someone to pull your strings, you may be utterly lost. So as time passes, you too will

become older, woefully bitter, and less trusting of others as well as yourself. Sadly, you will eventually settle into your status as victim. Who knows, maybe your manipulator will get healthy and dump you. All that time you spent allowing yourself to be manipulated for the sake of your “chess game” relationship was wasted. When it is over, all you will have left is a bruised and battle scarred soul, and possibly some really confused children who have no clue as to what a healthy relationship should look like because you never showed them one. It is then that you will likely realize that you could have done something radically different.

Deceptive Liaisons

Emotions abide with every breathe we take. Likewise, emotions are affected by past experiences.

Our feelings during experiences impact how we learn the difference between good and bad feelings. We all want to feel good. Yet when we become accustomed to living in negative environments and interacting with toxic people, we can have trouble discerning between good feelings and bad feelings. Think about people who do really bad things, but they actually feel good while they are doing them. If we do not learn how to appropriately process emotions, the result can be failure to adequately address situations in an effort to avoid bad feelings. Negativity can permeate our relationships; consequently, if we do not recognize it as such, negativity will never cease. Furthermore, when we ignore sound reasoning and only concentrate on our feelings, it can be difficult to detach from even the unhealthiest of relationships. Indeed, a manipulator will even use your fear of negative emotions to control you. For example, consider the case of a client we will call *Richard. Richard had been involved with *Shelia for about a year and a half. Richard has two children, a son and a daughter from his first marriage. In the beginning of the relationship, Shelia behaved as if she were interested in becoming close with his children. She regularly bought the children gifts, and she and Richard would spend time together with the kids. Shelia eventually gained the trust of the children and they began to confide in her.

As time went on, Richard proposed to Shelia and she accepted. After they were married, it was decided that the children would live with Richard and Shelia. At first, things seemed great. Richard started coming home earlier to spend time with Shelia and the children. Then Shelia mentioned that she no longer felt they had enough time alone. Richard decided to make every Friday night their date night. Initially Shelia seemed happy about this. However, she soon began to feel that their date night was not enough, and she again told Richard how she felt. Richard tried to find more time to spend with Shelia; however, because he owned his own business and had to care for his aging parents, he did not always have time to spare.

Shelia then began to pick fights with Richard, and she would yell that she felt like a babysitter and could not understand why she had to suffer and be alone when she was a faithful spouse. Unlike a cheating whore who betrayed her

husband by possibly getting pregnant by another man; Richard's first marriage had ended due to his first wife's infidelity, and issues surrounding the paternity of their last child. She would then remind Richard that there are not many women who, with her good looks, education and background, would take a chance on a divorced, middle-aged man with two children, one of whom is disabled.

Richard could remember how his life was before Shelia, and how lonely and unhappy he was. He remembered wishing that a good woman would come into his life and love him and his children. He truly believed Shelia was this woman. Deep down he felt lucky because he thought Shelia could have probably married better. Shelia knew this and she used it to make Richard feel guilty. His guilt would usually prompt him to do things to try and please her.

Sometimes this involved his taking care of her needs and wants before the needs of his children. Even worse, he and Shelia developed the habit of badmouthing his first wife in front of his children. He did this to demonstrate his appreciation for the good Shelia, and to show solidarity with her. Neither bothered to consider the affect that speaking badly about the mother of his children may have on his kids' mental and emotional health.

Is Shelia being manipulative? How has Richard's fear of experiencing loneliness influenced his susceptibility to be manipulated? This example may seem a bit extreme, but for many people this is reality. There are people involved in "everyday" relationships where manipulation is a constant feature. To further illustrate manipulation in relationships, examine a less traditional romantic entanglement; the type of snare that people are slow to acknowledge but it is, nevertheless, quite common.

*Dawn is a student in law school. Dawn had been working as a waitress, and barely made enough money to pay her rent and buy food. Additionally, the expenses associated with her earning a law degree are significant. At the urging of a friend, Dawn decided to become involved with a much older married man because he offered financial assistance. At first, Dawn told herself that she would only be with this man until she found a better job and could support herself without a suitor's assistance. Instead, Dawn lost her job and has had a great deal of trouble finding a new one. She has also had some unexpected school related expenses.

As a result of her involvement with this man, she has become isolated from her friends. Also, she is reluctant to date a young student in one of her classes who is interested in her because she says she is afraid that he cannot afford to help her. She has not even considered that they share similar interests and goals. In truth, she has internalized the belief that she could not function in a "normal" relationship anymore. Moreover, Dawn's "sugar daddy" is very demanding and verbally insults her regularly.

When he fears she may be contemplating exiting the relationship, he calls her names like "whore" and "slut." He often tells her that she will never find another man to do all he does for her, and that she will be the world's dumbest lawyer. He also regularly reminds her that without him she would have nothing, for that is what she had before she met him. Strangely enough, he then threatens to cut her off, and tells her that she is going to have to start taking care of herself. He also makes it clear to her that the needs of his wife and young children come first. Whenever he does this she starts to panic because she has developed a belief that without him, she would be helpless.

Imagine a young woman who is one of the top students in her class, who used to enjoy taking care of herself and valued her independence, a young woman who loved being around people, now feels helpless. Her days are spent catering to the needs of a middle-aged man who is unwilling to fully commit to her or the family he created. Dawn began her relationship looking to use someone for her own gain, but this has backfired monumentally. The relationship that was supposed to give her independence has instead made her dependent. The relationship that was supposed to make her feel sexy and desirable instead makes her feel disgusting and unattractive. The trips, gifts, and admiration that characterized the relationship in the beginning have been replaced by social isolation, faultfinding, and incessant bargaining for even the most basic of goods. Dawn tells herself that she is better off than she was, but she knows she has paid an exceptionally high price for a security that is not all that secure.

Can you identify manipulation strategies in Dawn's story? It is common for people who seek a partner for a particular reason to become involved in a manipulative relationship. When we say reason, we mean those reasons outside of genuine attraction and affection for another person. Now this is not to imply that people who become involved with someone due to a genuine liking and affection cannot be manipulated by their partner. After all, if their

relationship becomes unhealthy, then one or both partners may develop patterns of manipulation. However, for those who engage in a relationship for a specific reason, such as money or power of some sort, manipulation may be more likely to occur. This is because one has something to offer that the other desperately wants; and to become involved with a person for a specific reason does imply desperation.

Desperation naturally lends itself to manipulation.

Chapter 3 Vulnerabilities, Traits And Motivations Leading To Manipulation

According to Braiker, the following vulnerabilities are exploited by the manipulators in their targets:

- excessive inclination to please others
- craving and weakness to earn the acceptance and the approval of people
- intense and unwarranted fear of vomiting, fear of undue expression of anger or frustration

Simon says that manipulators exploit the following vulnerabilities that may exist in victims:

Naïveté

It is very difficult for the victims to concur with the concept that people are ruthless, cunning and devious or is "in denial" if they are being victimized.

Over-Conscientiousness

Victim has increasing propensity to conceive the manipulator as innocent person and not ready to accuse him of any wrong doin g

Low Self-Confidence

Victim has very little or low self-confidence, does not believe in his skills, suffers from low self-esteem and lack of assertiveness and is always employs a defensive approach

Over-Intellectualization

Victim has very poor analytical and assessment skills and generally finds a reason to justify the harmful actions of the manipulator

Emotional Dependency

Victim usually acts in a subdued and submissive manner and has a dependent personality. The emotional dependency of the victim leads to their

vulnerability to exploitation and manipulation by the manipulator

Manipulators generally take the time to analyze and work out the victim's personality traits and vulnerabilities.

Dependent

These persons need to be loved. Hence, they are, therefore, gullible and liable to say yes to something to which they should say no.

Immature

An immature has impaired judgment and so tends to believe exaggerated advertising claims.

Naïve

Such a person finds it hard to accept that this world is full of dishonest people. Additionally, he believes that if there are dishonest people in the world then their dishonest actions will be checked and countered and hence, they will not be able to use others for their benefit.

Impressionable

These are easy to be tricked and used by charmers. For instance, they will get quickly impressed by a politician if they would see him kissing kids.

Trusting

Honest people that other people are also honest. They have the tendency to trust strangers without gathering desired information about them and hence will quickly commit their finances or other precious items to them.

Carelessness

These are people who do not give sufficient amount of thought or attention on harm or errors.

Lonely

These are very vulnerable and prone to accept any sort of guised noble act which is offered by a psychopathic stranger at any price .

Narcissistic

Narcissists have disposition towards flattery and thus can be easily targeted.

Impulsive

These are persons who make snap decisions about, for example, what to buy or whom to marry without consulting others.

Altruistic

They are opposite of psychopathic: too honest, too fair, too empathetic.

Frugal

They cannot say no to a bargain even if they know the reason it is so cheap.

Masochistic

They have no self-respect. They unconsciously allow psychopaths to use them to their advantage. Their sense of guilt makes them think that they deserve this kind of treatment.

Elderly People

The elderly people get fatigued easily. They are also not good at multi-tasking because of their age. They will not consider or construe a sales pitch as a con. Anybody with a hard-luck story can become a recipient of their money.

Motivations of Manipulators

By advancing only the manipulator's desires, often at the detriment of the other, these tactics could be perceived as exploitative, coercive, devious, and misleading.

Social influence may constitute underhanded manipulation, depending on the context and motivations.

Manipulators may have different possible motives, including but not limited to the need to pursue their own interests and personal gain at almost any expense to others, and a clear need to achieve control and superiority feelings in their relationships with other people.

- An urge and desire to be in control of things
- A desire to attain a sense of power over others so that it can result in their self-esteem enhancement
- Feeling of boredom
- Getting tired of their environment

- A hidden agenda or plan which could be criminal and involves financial embezzlement (mostly the unsuspecting, unprotected wealthy, elderly or unsuspecting people are manipulated for snatching the victim's assets)

Requirements for successful manipulatio n

Simon says that psychological manipulation can be successful if:

- Aggressive intentions and behaviors are concealed by the manipulator
- The psychological vulnerabilities of the victim are known to the manipulator enabling him to select the best effective tactics for successful manipulation
- The manipulator does not care about causing harm to the victim and has a severe sense of ruthlessness
- As a result, it could be referred to as covert manipulation (relational aggressive or passive-aggressive).

2.1 How Manipulators Control Their Victims

Braiker described the following basic ways which manipulators can use to control their victims:

Positive Reinforcement

Includes praise, superficial charm, superficial compassion (crocodile tears), an excessive apology; money, acceptance, gifts; affection, public recognition, a forced laugh or smile.

Punishment

Simon described the following manipulative techniques:

Lying

It's hard to tell if someone lies at the moment, they do it, although often later when it's too late, the facts may become evident. In order to minimize the chances of being lied to, one has to realize that certain types of personality (particularly psychopaths) are experts in the art of lying and cheating, sometimes doing so in a subtle manner.

Lying by Intention

It is regarded as a very subtle form of lying, which uses concealing of a considerable amount of the facts. They also use this technique in propaganda.

Rationalization

An explanation for inappropriate behavior is made by the manipulator. Rationalization relates closely to spin.

Minimization

This is a form of denial coupled with rationalization. The manipulator argues that his or her conduct is not as harmful or reckless as was implied by someone else, for instance, stating that a taunt or provocation was just for fun.

Diversion

Manipulator avoids giving a straight answer to a straight question and moves the discussion onto another subject.

Evasion

It is similar to avoidance but involves giving meaningless, ambiguous, and rambling answers.

Covert Manipulation

Using veiled (subtle, explicit, or implied) threats to force the target onto the defensive.

Guilt-tripping

It's an intimidation technique of a different kind. A manipulator usually tells the conscientious victim that they don't care enough, are too selfish. It often leads them to feel bad, putting them in a position of self-doubt, insecurity, and submissiveness.

Shaming

Manipulator uses sarcasm and put-downs to heighten the victim's anxiety and self-doubt. Manipulators use this technique to make others feel undignified and therefore defer to them. Shaming tactics, such as a stern look or smile, offensive tone of voice, sarcastic remarks, overt sarcasm, can be very subtle. Manipulators can cause one to feel ashamed for even challenging them. It is an effective way for the victim to build a sense of inadequacy.

Playing the part of the victim

Manipulator presents him or herself as a victim of circumstances or actions of someone else in order to obtain compassion, sympathy, or elicit affection and thereby receive something from someone else.

Caring

Caring people can't stand to see someone hurt, and the manipulator also finds it easy to get help by capitalizing on the sympathetic nature of the victim.

Vilifying the victim

This technique is an effective way to put the victim on the defensive while simultaneously masking the manipulator's violent intent.

Playing the servant Role

Cloaking a self-serving agenda in the form of serving a nobler cause, for instance, claiming he is behaving in some way for "obedience" and "service" to God or a similar figure of authority.

Projecting the blame (blaming others)

The manipulator scapegoats in ways that are often subtle, hard to detect during this phase.

Feigning innocence

Manipulator tries to say that any harm done was accidental or did not accuse them of doing something. Manipulator pretends to be outraged or surprised by such an act. This strategy calls the victim into questioning their own judgment and probably their own sanity.

Feigning ignorance

Manipulator tries to play naive by pretending that he or she doesn't know what you're talking about or is puzzled about a significant issue brought to his attention.

Brandishing anger

Manipulator brandishes sufficient emotional intensity of anger and rage to scare the victim into submission. In reality, the manipulator is not angry; instead, he or she puts on an act. He only wants what he wants, and when denied, is "angry."

Psychological Characteristics of Manipulators

Persons with any of the following psychological conditions can be classified as Manipulators:

Machiavellian Personality

This is a little-known personality disorder in contrast to psychopathy and narcissism. People who have this personality disorder are usually unemotional. They tend to manipulate and deceive people on a regular basis and frequently.

They typically agree with statements mentioned as under:

1. Without hurting others or their interests, you cannot advance further.

2. You must not disclose the reason for any of your actions until and unless you see some benefit in doing so.

3. People have hidden agendas and plan which will get exposed only at the right time.

4. Flattering privileged class is right for achieving objectives.

These traits are named after the 15th-century Italian diplomat. The people with these traits are experts in getting others to do what they want. They

achieve this by lying and flattery.

If they had one, their slogan would be: "The ends justify the means." This means that you can indulge in any sort of activity to achieve a favorable result.

They understand what motivates other people and exhibit cold selfishness to get something from. Despite this, they are so good at manipulating that others who do not know their evil intentions often like them much .

Psychopaths and narcissists are familiar to most of the people, but very few have heard of the Machiavellian!

The temperament of the Machiavellian people tends to be nasty and undependable, causing them to lie, steal, and betray when it benefits them.

In comparison to the psychopath, the Machiavellian keeps a close eye on his reputation.

Narcissistic Personality Disorder

Narcissistic Personality Disorder is a disease in which the individual feels superior, has superficial feelings, displays little-no empathy, and has a grandiose sense of self.

DSM-IV separates personality disorders into three clusters based on similarities between the symptoms:

- Group A people are typically schizotypal, schizoid, paranoid with the odd or eccentric disorders
- Group B consists of histrionic, borderline, narcissistic, antisocial people with the erratic, emotional or dramatic issues
- Group C people are obsessive-compulsive, dependent, avoidant and suffer disorders of anxiousness and fearfulness

Traits of People with NPD

People suffering from NPD must exhibit any five of the following characteristics.

1. Lacks empathy
2. Has the belief that he or she is "special" and unique and can only be understood by other special people

3. Does not hesitate to take advantage of others to achieve his or her own ends

4. Usually has an exaggerated feeling of importance over others

5. Lives in a fantasy world dreaming of unlimited success, power, brilliance, beauty, or ideal love

6. Requires excessive admiration

7. Strong sense of entitlement

8. Thinks that others envy him or jealous of him

9. Arrogant affect

Borderline Personality Disorder

The borderline personality disorder (BPD) is a personality disorder characterized by extreme "black and white" thinking, mood swings, emotional dysregulation, disturbed relationships. People with this disorder have problems and difficulty in functioning in a way society accepts as normal. The name comes from the DSM-IV-TR; the ICD-10 has an equivalent called Emotionally Unstable Personality Disorder, borderline type. Lack of stability in behavior, interpersonal relationships, and self-image are also some of the symptoms of this disorder. Consequently, this instability often disrupts family and work life, long-term planning, and the individual's sense of self-identity.

Originally thought to be at the "borderline" between psychosis and neurosis, people with BPD actually suffer from what has come to be called emotional dysregulation. Although the people do not exhibit suicidal intention in this disorder, however, they have a high rate of self-injury. However, in severe cases, there have been significant cases of suicide attempts. With help, however, many improve over time and are eventually able to lead productive lives.

Traits of People with BPD

Dependent Personality Disorder

Traits of People with DPD

People with DPD may exhibit the following personality traits:

1. Find it challenging to make everyday decisions independently and dependent on advice and reassurance of others for his decision-making

2. Not willing to assume responsibility for personal actions and decisions

4. Lacks self-confidence, fearful of consequences, doubts personal abilities and skills and thus finds it challenging to take up or initiate new projects

5. Not shy or hesitant of doing unpleasant things in search of gaining support and assurance of others

6. Extremely uncomfortable or helpless when alone because of exaggerated fears of being unable to care for himself or herself

7. Urgently seeks another relationship as a source of care and support when a close relationship ends

8. Is unrealistically preoccupied with fears of being left to take care of himself or herself

Histrionic Personality Disorder

This is a personality disorder that begins in early adulthood and which involves a pattern of excessive emotional expression and attention-seeking, including an extreme need for approval and inappropriate seductiveness.

The salient symptom of the histrionic personality disorder is the display of attention-seeking behavior marked by a pervasive and excessive pattern of emotionality. Individuals suffering from this disorder are usually enthusiastic, flirtatious, and lively.

Chapter 4 How A Manipulator's Brain Works

As humans, we all use manipulation at certain points in life. We may tell lies to save our skin or flatter our close friends to get something that we want. This is normal. However, for some people, manipulative behavior is their way of life. They apply it as a weapon to overpower and maintain control over others for selfish gains. People who tend to be narcissists, sociopaths, and psychopaths use manipulation as their arsenal in day-to-day interactions.

1. Projection

Projection refers to the act of being unwilling to see personal shortcomings and using any available tactic to be responsible for them. This mechanism displaces a person's negative behavior and attributes it to another person. While everyone may engage in projection from time to time, a manipulator uses it excessively that it adds up to being psychologically abusive. A manipulator, instead of accepting their wrongdoings, imperfections, and flaws, dumps them on other people in a way that is cruel and painful. The result is that the manipulator will not drop the behavior to seek correction or improvement, and their victims feel ashamed and take responsibility for something they did not do.

An example of projection is when an underperforming employee starts blaming their bosses or colleagues for being ineffective and slowing them down, yet they are the problem.

2. Generalization

Typical manipulators tend not to be intellectual minds, especially in approaching issues. Instead of carefully analyzing situations and solving issues at the roots, they generalize issues and paint their victims with blanket accusations. The aim of generalizing is to compare their victims with extreme people or occurrences as a way of gaining control through indirect insults. Generalization has an aspect of stereotyping in it.

In relationships, when a manipulator is accused of something, they rush to make general accusations that are illogical. Instead of focusing on the issue at

hand, they turn the blame around and make comments about their partner being too sensitive or insensitive. For instance, if a girlfriend tells their lover that they need to go out more often, the boyfriend might respond that the women are never satisfied or are ungrateful. In such a scenario, the girl not only feels demeaned but also insulted for being female.

3. Intermittent Reinforcement

Intermittent reinforcement is referred to by psychologists as one of the most effective and powerful manipulation tactics. The method works by the manipulator first giving their subject random positive reinforcement such as adoration, declaration for affection, praise, attention, and so on. This is the first step in this type of manipulation. Due to the positive reinforcement, the mind of the victim becomes used to the feel-good vibes given by the manipulator to the point of addiction.

Once the manipulator knows their victim is addicted to their reinforcement, they start withdrawing. The attention and everything else they were giving is gradually withdrawn, and the victim starts feeling like they are missing something, or they have wronged their “friend.” When asked if anything is wrong, they deny it. Later, the reinforcements start again, and the victim thinks everything is back to normal only for the manipulator to pull out again. According to psychologists, this act increases the bond between the two while giving more power to the manipulator. The victim’s happiness becomes dependent on the manipulator’s wish. At this point, the subject has unknowingly become a prisoner of the toxic person and finds it hard to quit.

4. Negative Reinforcement

In negative reinforcement, the manipulator expects the victim to do what they want so they can do what makes the victim happy (reciprocate). The trick behind this act is to force the victim to do what pleases the manipulator. If they do the opposite, the manipulator also changes tune and “revenge.” In short, the manipulator knows that their subject will read the changes and adjust so they can do as they want, which is outright mind control.

In a real-life situation, a partner might not be happy with their lover hanging out with members of the opposite sex. So, to force them to stop it, whenever they know their lover has been hanging out with friends of the opposite sex, they become cold or start engaging in behavior that makes their partner get hurt. However, when their partner stops hanging out with the people the

manipulator is unhappy with, they restore the affection and stop hurting their lover.

5. Arguments

When you disagree with a toxic manipulator, they turn the conversations into unrelated arguments as a way of distracting, frustrating, confusing, and discrediting you. Usually, they will deviate from the cause of the argument which might have been a simple disagreement. As the argument escalates, they try to make you feel guilty for disagreeing with them. In their mind, you are the problem, and they will do their best to make you pay for it. With time, you will start to wonder how the conversation became an argument. For instance, you might have disagreed on the taste of some food, but soon, they will have attacked your personality, career, family, and everything they can think of. Usually, such irrelevant arguments occur if you touch on an issue that injures their psychology and paints them as being the problem.

Eventually, they will attack every aspect of their victim until the victim gets hurt and lets them have their way. Once they feel like they won the argument, they slow down and “explain” calmly how the subject was wrong for pushing them into a rage.

6. Indirect Insults

Insults and name-calling are direct forms of abuse and aggression. A toxic person knows this and will use mind trickery so they cannot be blamed for insulting or calling their subject names. Therefore, they will think of the raw insult and find a way to cover it with other words, so it appears less brutal. The insults might be delivered in covert ways such as using sarcasm and calm voice tone to confuse the subject. The subject might think they are being given advice, offered solutions, helped or taught something while in reality, they have been insulted. However, the manipulator knows that their intentions are not genuine but aim at undermining the abilities and confidence of the victim. These covert insults are also known as backhanded compliments. In as much as the insults are sugar-coated, the victims are aware that they have been undermined. This leads to pain and hurts, especially since the manipulator might be somebody close such as a lover, sibling, friend, boss, teacher, or colleague.

For example, a person might be complimenting their friend for purchasing a new dress. While at it, they know that they do not like the fact that the friend

with the new dress has a huge body. To express this, they might say, “That’s an amazing dress, but it would be prettier on you if you had a slimmer body.” In such a sentence, the subject of abuse is confused about whether to be happy that the dress looks good on them or be sad that their body reduces the overall beauty.

7. Nitpicking

Nitpicking is also known as shifting goal posts or finding faults where none exists. In dark psychology, nitpicking is a form of criticism which, rather than help a person; it degrades them. A manipulator will move the goalposts each time their subject talks of an achievement that they are proud of. Their aim is to make their subjects feel worthless, underachieving, and failure. During this process, when the subject opens up about something, they feel is good for them, the manipulator brings up more expectations just to discredit their subjects. They understand that by shifting the expectations higher than their victims have acquired; they can make them feel dissatisfied and worthless.

On a more personal level, the manipulator digs for past mistakes or faults that the victims did and makes them their point of focus. Their aim is to make the person’s weaknesses dominate their strengths so they can keep the victim feeling inferior. In the real sense, they act like life judges and aim to make the subjects to seek validation from them.

An example is when a friend tells their toxic friend that they have a new girlfriend. Rather than appreciate the achievement, the toxic person tells their friend that they could have made a better choice. “Why didn’t you get a white girlfriend?” “Size plus girls are the best, unlike the one you chose!”

8. Gaslighting

This is a manipulative tactic that works to erode and distort a person’s sense of reality. It erodes the ability of a person to trust themselves. In application, the manipulator gains the upper hand by making their victims feel like they imagine things that did not happen. They will deny that something happened and move to make the victim feel like they are crazy. When gaslighting is used, the subject has to battle with the thought of whether to trust the manipulator or stand by what they believe happened. At this time, the manipulator moves in with reasons to convince them that the victims imagine things. Many times, the victim is affected so deeply that they can question their sanity.

Gaslighting is a gradual manipulation tactic whose severity and frequency increases over time. As the severity kicks in, the victim experiences confusion, depression, and anxiety. When they finally start doubting their sanity and reality, their self-esteem collapses, and they become dependent on the manipulator. At this point, the manipulators get their way and exercise dominance or reap whatever benefits they were pursuing.

An example of gaslighting is when, during an argument, a person gets angry and says toxic things. Later, when the argument has cooled down, the person who was angry denies ever being angry and accuses the other party of lying.

9. Destroying Self-Esteem

Self-esteem is one of human beings' most important drivers. Depending on the nature of one's self-esteem, a person can either be strong or weak, happy, or sad. Manipulators are very much aware of this, and, will, therefore, attack their subject's self-esteem in the most brutal manner. High self-esteem means that someone is more aware of themselves. Such a person would be hard to manipulate. Therefore, the manipulator will ensure they destroy the victim's self-esteem by highlighting their weaknesses and belittling them. When the esteem is lowered, a person becomes vulnerable to manipulation since their validation becomes pegged on external sources.

10. Lying

Lying is probably the most-used technique of manipulation. Everyone lies from time to time. However, what will distinguish normal lying from manipulation is the intent, degree, and consequence of lying. Skilled manipulators lie all the time and have variations of lies that are appropriately designed for specific situations. They do not feel any remorse, and, when they do, they ignore it and proceed just to get to their end goals. They will say anything to have their way. In definition, a lie is basically a false statement that is delivered as true.

A manipulator will lie in the event where they know telling the truth would reduce their chances of controlling the victim. Therefore, they craft the lies such that they appeal to their subjects and make it harder to resist their advances. They can lie by the commission, which is the typical lie where everything a person says is not true. They can also lie by omission whereby they will only tell half the truth.

The best people to associate with lying are politicians. While some are genuine and honest, most are simply cunning manipulators who promise voters heaven just to get elected. In most cases, once they sit on the thrones, they throw their promises out of the window and give the people who voted for them the blind eye.

11. Guilt

Experienced manipulators can make people feel guilty for something they have not done. They take advantage of the desire and conscience to be a good person to exercise control over you. These people know that good-hearted persons avoid wronging others, and that is the weakness they will exploit. Through their conniving techniques, they make their subjects to feel guilty for not doing something that they wanted to be done, yet it was the right of the subject to either agree or refuse.

All types of guilt are negative emotions. As humans, we feel bad about ourselves when we think that we have wronged someone. We also feel guilty when we believe our actions have made someone to think lowly of us. Naturally, we find ways to apologize after feeling guilty of something. The aim of apologizing is to correct the mistake and restore the way in which the other person perceives us.

To some extent, this act of making up to someone can become manipulation. This is because we are more likely to do what will please the other person. If the wronged person is a manipulator, then we find ourselves sitting squarely in their trap. Guilt is exploited by society, family, religion in relationships, and everywhere there is human interaction.

Let us take an example of a friend who needs to borrow money from their friend. If the friend hinted that they are unable to lend the money, the borrower moves to evoke guilt in them. They might say, “You’re the only friend I can tell about such problems. However, since you cannot help me, I will just need to figure out how to make my own money without borrowing. I thought you were really close.” In this case, the friend might feel guilty for not helping someone who portrays them as an acquaintance.

12. Threats

One of the worst things a manipulator can undergo is to have their false sense of entitlement, grandiose, and superiority challenged at all. Whenever a

victim is perceived to have committed such a violation, they are threatened. The manipulator resorts to making unreasonable demands on the victim while promising some form of punishment for not adhering to their standards. If the victim feels the threat might affect them significantly, they have no alternative but to do as the manipulator wants.

Whenever a manipulator finds themselves in a disagreement with someone, they try to take away the right of the making decisions from the subject. To do this, they use an approach that instills fear in the other person if they disagree or fail to live up to their demands. Any time they disagree with a person, they come up with selfish ultimatums which follow the mantra of "if you don't do this, then I will do this!"

13. Triangulation

Triangulation is yet another super effective weapon used to manipulate people. The manipulator involves a third party in their relationship with another person. Their aim is to make their subject aware that there is a third party who can be used to replace them at any time. Once insecurity sets in, the victim is forced to obey all the manipulator's wishes for fear of losing them and/or getting replaced. The third-party might not be directly depicted as equal to the victim, but the manipulator ensures the victim is aware that someone else exists who the toxic person is fond of. If the victim asks about the third party, they are put down as being insecure, jealous, or insensitive. If it gets to this point, the manipulator has the subject under control. The subject, on the other hand, attempts to put in more effort to please the manipulator so they can keep them around.

Triangulation is very common in relationships. An insecure person will bring a third party to the attention of their lover as a "warning" that they would not mind losing their lover. The manipulator might also flirt with another person in the presence of their partner or make comparisons, which somehow demean their lover. Their objective is to evoke jealousy or arguments which they later use as the reason to end a relationship and blame the victim.

14. Conditioning

Manipulative people use conditioning, a form of training through rewarding and/or punishing. When a toxic person wants to take over the life of someone, they go after the traits and activities that make the victim enjoy a fulfilling life. Better put, they try to replace what somebody once enjoyed

with themselves. For instance, they may sabotage one's goals or ruin their relationships with other people. Once they have succeeded in doing away with these things, they move in to make the subject dependent on them for life fulfillment. This is the human version of Pavlov dog's training where a person is conditioned over time until they detest some of the things that once made their lives complete.

Toxic people condition others so they can have their full attention. They constantly look at anything they feel might limit the control they have on others and eradicate it. Their actions change people to the extent that they isolate them from their loved ones. They can also sabotage one's economic activities, so the victim becomes dependent on them. Concisely, the narcissist wants to become the center of the victim.

15. Silent Treatment

The silent treatment is also known as withholding or stonewalling. It is the act whereby a person, upon feeling like you have wronged them, cuts communication then applies physical or emotional withdrawal to express their disappointment. This is something we mostly experienced when growing up. As kids, if we were denied something or when our parents punished us, we would sulk and withdraw from them until they made it up to us. I am sure you can recall this. We were once some tiny manipulators!

Chapter 5 How Manipulators Control Their Victims

The type of people that the manipulative people target is low self-esteem people, no boundaries people, and desperate people. Now how do you know if you are being manipulated? if you feel like you are constantly criticized and he makes you feel inadequate, then it means you are being manipulated. If you get into an argument and he's giving you the silent treatment, you are being manipulated. If somebody gives you the silent treatment, which makes you go crazy, you start thinking of every scenario, and you start making assumptions because no dialogue is happening that can reassure or bring clarity to your thoughts, then that is a huge form of manipulation.

Ghosting You

And guys do this a lot, even if it is something as simple as ghosting you. Because it trains you to not get used to hearing from him certain times, and you always have to reach out to see how he is doing and checking out to see if he remembers the date that he set for you. They use their profession or their education to delay you finding out the truth or make you feel like they're always the right one. For instance, if you get into an argument with someone and you are dating a lawyer, they will tell you something like, “I've been a lawyer for five years, and I know what I'm talking about and people that did what you just did need not to be trusted.” They sort of use their title to rain over you and make it look like they are the right ones. What happens is that you silently agree to what they are saying because they do know what they are talking about. Because they know when people lie, and they know it through body language.

Demonize your reactions

They tend to demonize your reactions because anytime someone that is manipulating you and they don't want you to be able to express yourself or control the situation, they're going to make you feel like you are the bad guy for reacting the way that you did to the situation. They will flip the script on

you because you didn't agree with their actions.

You might tell him, “Hey, babe, I don't know why you just liked this girl's picture on Instagram. I thought that we agreed that you are not going to do this. You show me their stuff. Because it makes me feel embarrassed that my boy is licking the girl's photos and commenting on rubbish on Instagram, and it makes me feel insecure because you are my boyfriend”. Then he will say something like, “you are so insecure it's just Instagram, I can't believe that you are seriously talking to me about a comment that I wrote to a girl. First of all, I don't even know her, and she looks nice. Other guys are commenting on her photos, but why do you care because I'm with you”. So, they demonize you and make you feel like the way you feel is not accounted for. They make you feel like the way you feel is invalidated because he doesn't know that girl, and maybe he may even be trying to learn that girl.

Using pity

One of the greatest forms of manipulation is by using pity. Because getting pity out of anybody is going to guilt-trip them, so that they feel bad for you and do what you say and hear you out and like whatever trash you want to slip by because they are feeling bad for you.

For instance, if you say, “I just realized that when we were in the get-together, you were nagging to really hanging out with me. You were just doing your own thing. I don't know everybody there, I felt alone, and I understand that you know everybody, but I didn't feel included. Then he will say something like, “Honey, I'm really sorry that you didn't feel included. However, what do you expect me to do, all the people were people that I grew up with. So, I'm sorry that I wasn't holding your hand the entire time. But I did introduce you to some people. You know that I wouldn't do that to you. You know that I am not like that. I was just caught up. Plus, I saw one of my girls from high school and we just started talking. Come on, if you really know me, you know that I wouldn't do something like that. I am not like that.”

So, they tried to play on your emotions so that you will think that they are helping you. To think something like, oh, “I do know him. I'm not sure that anyone will want to invite me somewhere and then drop me off and not even associate with me at all or leave me alone”. So, you feel bad for yelling at him because it gets overwhelming when you are hanging out with so many

people that you haven't seen in a long time.

If you are bothered by the fact that he left you alone, then it means that he left you alone for so long that it became so uncomfortable. It’s not a big deal if he's going to leave you for some minutes and go to say hi to someone, but he should introduce you to those people because you guys are in a relationship. So, the reason why you are feeling how you are feeling is that something was wrong.

So, the best way to combine this is to minimize their actions so that you get to stick around. If he says, “I can't believe you would do something like that. You should say, “what do you mean. You do dumb things all the time”. These people that always want to downplay what it is that they are doing so that you will feel stupid and feel like you're overreacting on what the offense was.

For instance, let's say that you want to surprise him and leave something cute in his mailbox. So, you drive by his house, and you see another car parked in his driveway, and then you notice that another girl is in his house. And then you think that maybe that is one of his guy friend cars so you drive in his car and instead of you to give him a little bit surprised, you get out of the car because you don't know whose car you are seeing. You knock on the door and then he opens the door halfway and starts asking you what things like, “What are you doing here.” And then you answer him, “I'm checking in. Are you well? I noticed that there is an extra car in the driveway, and it’s not mine. So why are you not letting me in”. and he says, “that is one of my home girls from high school we haven't talked in a long time, and she just wanted to drop by and catch up.”

So, you should say, “why is your friend in your house alone and you didn't even mention it to me. I've never seen this girl in my life, and I never knew that this is one of your home girls. Why am I just finding out about this”? And he says, “calm down you're just a little extra obnoxious, she's just a friend. She just dropped by to say hi. I didn't even think about mentioning it to you, because it's not about what you think. Because if it was like that, you would just tell me,” then he's trying to play ignore and because he wants you to feel guilty. He wants you to feel like how can he cheat on you when in broad daylight when he knows that you can come and visit his house. The best way that this guy used to hide things is in plain sight eyesight because

it's so unbelievable.

Glaring and Unbelievable things

They do glare and unbelievable things, and then they try to convince you that what you saw wasn't true. And what you saw couldn't be what you possibly think. It is because it doesn't look like you will do anything like that, and he will have to be a real idiot to do something like that to you. He wants to minimize his action and play ignorant like he has no idea what it is, and you are tripping, and both of them are just friends. He also tries to make rude remarks in the name of humor.

It’s so important that it's it in your subconscious mind, and whenever you guys are in an argument or in a situation where you feel intimidated, and you're someone that is easily intimidated by other beautiful girls, then what he says becomes your inner voice. So, the joke that he makes about how big your nose gets into your mind. Because you are thinking about the waitress and it’s looking like he's flirting with her because she has a nose that he actually likes or he always makes fun of your crooked tooth, and you are very subconscious about that, and the girl over there has straight teeth.

So, you must pay attention to things like that in the relationship and in friendships because there is always some sort of truth to those little remarks. There is always some sort of underlying truth if somebody is constantly attacking something about you like your physical appearance or playing on your weaknesses because they know that it is going to get you inevitably. But, remove any responsibility or accountability for what they are saying even though they’re trying to make it look like a joke.

Act unapproachable

Another way that you know that you are being manipulated is when something happens, and you are bracing yourself to bring it up, but your spouse tends to act unapproachable. So, you on top of making you feel nervous about bringing whatever it is that you want to mention. They tend to make you feel uncomfortable. If he is acting so weird, then you should don't know if it is a good time because he doesn’t want you to be upset at you for what he offended you for. He just doesn’t know how to approach the situation; that’s why he is already acting upset. Because if somebody is already acting unapproachable when they know exactly what it is that took place or that offended you, then the easiest way to get you off their back and

to roll over the situation is to ignore you to make it look like you can say anything.

As a lady, think about a situation whereby you have been talking to a guy, and something has offended you, but there is this unspoken energy that he does to make you feel like you can't bring up exactly what it is that you want to say. Because if you do, you will look crazy, you will look annoying, you will look insecure, and he'll stop talking to you. He will give you the silent treatment. Those are manipulative tactics if you don't feel comfortable enough to have a dialogue with him and express yourself and how you feel with him that you are with, then there is a problem.

Lying and Gaslighting

The last one is lying and gaslighting. And these ones go hand-in-hand. What gaslighting does is to make you go crazy. If something happened, the guy would literally try to tell you that you are overreacting, or it wasn't what you thought it was. Or that you are so insecure, and you always do this. At the end of the day, you tend to ignore the thing, and you will tell someone the stuff about how you are feeling about how they offended you, and you'll let them dictate to you. Now manipulators do this thing because they want you to doubt yourself. They want you to make it easy for them to manipulate and alter your perception, your intuition of any events that it will cause. So that anything they say to you, you will believe it, even if it is against your own self.

They single-handedly, isolate you from yourself, so that they can fill in every gap and every crevice, so that you won't be comfortable questioning everything that they do. And you will just sit in your head, and you will go back and forth between what happened, versus what you think happened, versus what really happened versus what he said happened. And before you know it, you'll become dazzled, and you don't know what to believe. You can no longer tell the difference and respect your feelings versus what they are saying. and then by them manipulating your mind, it enables them to stay the same. They don't need to change their behavior, nor do they have to take responsibility for anything so that you will get offended because you believe that their opinions and their thoughts over everyone else.

You don't even trust yourself, nor do you a readout for other people's opinions because you feel like you're always wrong, and he is always right.

You have to understand your basic right to deal with a manipulative person. You have the right to be treated with respect. You have to, first of all, identify what you are capable of being treated with respect. You deserve to be treated with respect. You deserve the right to disagree and say no without feeling guilty for that. You have the right to express your feelings without walking on eggshells.

So, you have to ask yourself if you are being respected or IF the relationships make you feel good or do you feel like you can't express yourself freely without feeling like you have to be meticulous and alter out how you're bringing the offense to his knowledge because you don't know how he's going to react. Ask yourself, do you feel like there is reciprocity in a relationship, and are you giving and getting equally?

Most times, most girls tend to attract a relationship whereby the guys are taking advantage of them, and the way they speak of themselves is so sorry. And through their tonality of voice, they have been so emotionally destroyed and beaten down whereby they speak with so little confidence that they self-talk to themselves so negative and they accept and tolerate garbage because they believe that it's the best they can do.

When you accept someone that manipulates you in all areas of life, it will boil down to the psychology of you feeling hungry for attention and admiration because you may not have received attention. Maybe when you were growing up, this person made you feel seen or heard. Basically, we like to be around people who make us feel like our true authentic self, no matter how weird or quirky it is. When somebody lets us know who we are and we don't feel like we have to hide behind any marks or they are accepting a version of ourselves that we don't show to the world, then we feel like we owe them something in return.

And we feel like we want to constantly show our gratitude for them sticking around and accepting we as you are despite our reservations. Now when it comes to any form of abuse, you have to be ready to leave, and it is way easier said than done. But the only way out is for you to let go of that relationship. Do what you have to do so that you can do what you want to do. And if you are tired of feeling manipulated and you feel so attached to the person, and you can't do better. Look at how you're talking to yourself because you are constantly reassuring yourself of whatever what they're are

saying. If you say you can't leave the relationship, then you can't. If you think it is not going to get better with him, then it won't, and that will enable you to move down the path that you are and not act towards letting that relationship going forward.

So, you can avoid manipulative men and people by saying No. No should be your boundary if something makes you feel uncomfortable, you should Express it. Pay attention to people around you, men around your relationship that you are in, and if you don't feel comfortable, just say no that you don't like what the person said. Say, “I don't feel like to run to the store at 12 midnight to get your favorite cookie mix. I don't feel like I should accept the fact that you want to date so many people at once while you're still dating me”. And then the other thing is that you should rise to the occasion or you leave because they're not willing to change. And you have to realize a situation whereby things will not change, and the only choice is to walk away in such situations

Chapter 6 Traits Of People With Passive-Aggressive Behavior

Twisting reality

Since they want to twist the outcome to their favor, predators have a tendency of telling a barrage of lies. They get you roped in by telling you about all the awesome things you are entitled to when you agree to their plans. But most, if not all, of what they say are pure lies. People with negative personalities are good at crafting believable lies. They understand that reality is too blunt, and they have no qualms using lies to get you on their side and perform the heavy-lifting for them. Once the lies are uncovered, they might play the victim, feign innocence, or turn into aggressive monsters.

Withholding Important Information

It is a great weapon especially for people with Machiavellian personality. They understand full well that your consent is based on what you know. Thus, if they want you to participate in an activity, they will only disclose information that will incite you, and withhold information that would possibly discourage you. For instance, they may reach out to you with a job offer, stating all the benefits of the job, including a big salary, and then withholding various dark elements such as high taxation and unsubsidized workplace expenses. So, you are sold on their offer, but when you discover the reality, it will be much too late.

Unstable Moods

Predators tend to have unstable moods. You never know what action they are going to take in any situation. Their unstable moods make them lash out or in some cases clam up. This makes them a tad overbearing. Predators tend to burden the people near them. Their unstable moods cause them to behave erratically and then push people to clean up after them. For instance, if your boss is a predator with unstable moods, they may head out to consume alcohol and smoke cigarettes, and then come back into the office to make some glaring mistakes, and then they might ask you to clean up the mess.

Devaluation

Most people with negative personalities are hell-bent on getting their way. If they can't get something from you, they might devalue you, and moving on to act as though you never existed. People with negative personalities devalue others as a way of expressing their displeasure and hoping that the other person will go back into behaving well. Once you encounter a person who initially love-bombs you and then devalues you, that's a major sign that they have a negative personality. You should be particularly careful with people who disclose quite early on that you are the person of their dreams and yet they haven't even taken their time to know you.

Emotional Abuse

Another technique that predators use to manipulate people is emotional abuse. If things fail to pan out as they intended, or you come up short of their expectations, they may subject you to emotional abuse such as yelling, or the silent treatment. When you are subjected to emotional abuse on a constant basis, you could easily end up developing mental health problems. Thus, you have to watch for people who yell out or ignore you when they don't get their way.

Denial

Sometimes, the victim might come up to the predator and complain about unfair treatment, but the predator will always deny any wrongdoing. The predator always portrays themselves as infallible. They can't accept that they have done any wrong. If the actions of a person hurt you, and you explain it to them, and yet they are in denial about their actions, that's a clear sign that you are dealing with a person with the Dark Triad traits. Well-meaning people are not ashamed of admitting their faults and seeing to it that they correct their ways.

Spinning the Truth

This always works because of their intense personality. Psychopaths, Narcissists, and Machiavellians tend to have powerful personalities and it can be quite hard to resist their convictions. It doesn't matter what you think. For instance, if you are working for a psychopath, and it is clear that the company is stumbling into darkness, the reasonable thing for you might be looking for another job. But your predator of a boss might convince you into believing otherwise. For instance, they might spin the truth and make it seem as though the company is doing well and convince you to stay so that you end up risking stalling your career.

Minimizing

Predators want to pass off as harmless. Thus, they want their victims to believe that their actions hold little power. For instance, when a victim goes to the predator complaining about unfair treatment, the predator might profess innocence or even blame the victim for overreacting. They want to portray themselves as harmless individuals who cannot hurt a fly. A person with a negative personality can very well manipulate you into thinking that you are actually the problem so that you start blaming yourself.

Acting like a Victim

People with negative personalities have perfected the role of playing victims. They want other people to feel sorry for them so that they can take advantage of their sympathy. Predators are masters at twisting reality and making it seem that they are victims. This is helped by the fact that they are good at telling lies and convincing people. Whenever you come across a person who likes portraying themselves as a victim in all situations, chances are they are manipulative predators.

Targeting the Victim

Manipulators are very clever when it comes to protecting their self-interests. They have the entire game figured out. Instead of waiting for the victim to find out that they got taken advantage of, they decide to turn the heat on the victim, by seeding guilt. Thus, the victim considers themselves to be on the wrong when clearly, they are the ones who have been taken advantage of.

Confusion

The manipulator doesn't want you to be precisely aware of where you stand

with them. Thus, they use confusion to bind your thoughts and make you blind to their manipulation. One of their best approaches to seeding confusion is through shifting goal posts, thus you are never sure of your role, or where you stand with them. This is a deliberate action that is aimed at giving them more avenues of attacking their victim.

Diversion

Once the terrible actions of a manipulator are brought to light, they might respond by diverting the attention. They don't like sticking to the meat and potatoes of the problem. So, they have to direct attention to other insignificant things and ignore real concerns. A manipulator is well aware of various ways they could frame the situation and take the focus off of their deeds and then start a different thread of concern. If you come across a person with a tendency of diverting the focus from their terrible deeds into other matters, they possibly have a negative personality.

Mockery

Most manipulators consider themselves to have superior intelligence than their victims. Thus, it is not beyond them to mock their victims, both in one on one conversation and social arrangements. If you find yourself stuck with a person that ridicules you, makes you feel small, it's a clear sign that they have negative personality and are out to first weaken you and then take advantage of you.

Isolation

It is far easier to manipulate someone when you keep them away from their friends, family, and support system. That's exactly what manipulative people try to do. They alienate the victim from various important people in their lives who could help them unravel the manipulation at work. And when the victim is by themselves, it becomes far easy to control them.

Chapter 7 Spot A Manipulator, Learn To Say No

If you feel like your life happens without you, it doesn't have to stay this way. This chapter will tie in everything we've talked about up until now to teach the reader how to take their power back and become the one who controls their life instead of it being the other way around.

In order to be in control of your life, you need to feel in control. There can be a sense of safety to feeling like other people make the decisions for you. For one, the pressure is off of you, and you are not responsible for when things go wrong. However, it comes at a price. You will have to watch others decide your fate. You will never achieve success if you do not stand in your own power.

There are things in life that you cannot control. Things that happen outside of you and the choices other people are going to make fall into this category. You will never have control over your life if you do not learn to recognize the difference between what you can and cannot have any impact on. The first thing you need to remember here is that the only thing you truly can control is your actions and your reactions to stimuli.

This is not to say you cannot be provoked or tempted to lose your temper. When someone says or does something rude to you, it will only be natural to feel anger. You will have fleeting thoughts of acting out in anger. However, if your thoughts become a reality and you actually follow through with your impulses, you must hold yourself accountable for it. Everything we do is a choice we make. No one can make anyone else react in a certain way. It will be an empowering moment when you realize you have the power not to react when someone provoked you.

People who have hacked their minds place themselves in a position of having control over their lives. People who do not control their lives put themselves in the passenger's seat. They allow others to decide what is going to happen in their life. Everything a person does, they are gaining something from it. When someone relinquishes control over their life, they are able to place the blame on others when something goes wrong. That is one of the most prominent benefits of playing the role of a victim. If they are let go from their

job, it is because their boss had it out for them from the start. If they never accomplished a goal they wanted to, someone held them back (the person they are in a relationship with tends to be the one this particular bit of blame is placed on). They can still be in a foul mood by the evening about a minor rude gesture from this morning, such as being cut off on the way to work. The problem with having this type of mindset is that you will always be unhappy and feel unfulfilled. Even if you shift the blame onto others, you will still feel a sense of shame within yourself.

If you want something, you have to hold onto it with both hands. If you want a music career, you have to create music and put it up somewhere that people will hear it. If you want to write a book, you need to start putting words down onto a page. If you want to start a business, you will need to bring in customers and develop a sellable product. All of these endeavors will require a lot of time and effort. Anyone who is famous for achievements such as these put in such work and had to pick themselves back up after a lot of rejections.

You must learn how to deal with rejection in a healthy way instead of internalizing it if you ever hope to be successful. When you are developing your career, especially in the beginning, you will deal with a lot of rejection. Many young people today find themselves dejected because they are sending out job applications every day and either not getting any replies or being met with letters that tell them their application was declined. If these rejections are taken personally, the person is at risk for developing what is known as post-graduation depression. This means they are worried that they will never find employment or start their future. This anxiety causes them to want to avoid it. This means they will stop sending out applications or any other behaviors to seek employment. This is what happens when you interpret rejection as a personal failure instead of what it really is.

When you are rejected by a business or a person, you were just not a good fit for that particular situation. For example, if you ask someone out on a date and they turn you down, they are not trying to say you are undesirable. They are just not romantically interested in you. Your job application being declined does not mean you aren’t hirable. There are only a certain number of people they can hire. They had to look through a lot of resumes and they saw someone whose credentials matched what type of person they were looking for. This time it was someone else. You will suffer indefinitely if you

internalize rejection because it continues to happen to everyone throughout life.

This is something else not to lose sight of. Misfortunes happen to everyone. No one gets what they want all the time. It is an extremely unhealthy thought pattern to fall into, to start buying into the idea that everyone else is given everything while you are denied. This will cause a number of ill effects. For one, you will likely fall into a state of depression. You will also come to be resentful of others. You will spend a lot of time angry, which is not good for any aspect of your health.

While you need to chase the things you want, there is one caveat to this. There are things you will not obtain no matter how hard you want it, most often this comes in the form of unrequited love or trying to fit into a certain social group. It could also be when you are trying to convince a friend not to decide you know is a bad one, and you can foresee the consequences it will mean for them. None of these situations are ones you can change. This is because the power lies with the other person. In order to have a relationship, both people need to want it. If the other person does not love you back, it will never be real. If you don't have someone's approval, no amount of effort will gain it. It is actually an act of taking back your power to stop trying relentlessly to obtain the impossible.

All have us have looked at a friend or colleague and thought how easily success comes to them. They seem to ooze confidence and make the right decision, every time. Even if something does not go their way, they seem to take it in stride. Maybe they even say something like "Well, I can chalk that up to experience." They make a mental note of the event and how things went awry to be dissected later. What you do not see them doing is hurling negative thoughts onto themselves because this is a derailed that has nothing to do with attaining their goals.

It is important to visualize your goal to the point that you can really see yourself accomplishing it. You can consciously change your thought patterns to suit your path to success. "Don't sweat the small stuff" is a commonly known aphorism, but it can be hard to put into practice. To some, it does not come naturally where there is an inclination to overanalyze what one does and how one appears in his/her interactions.

Removing negative thoughts from your mind before they have a chance to

take root can free up a great deal of space in your mind before they have a chance to impede you on your journey to prosperity. The concept is sort of like Disk Cleanup on your computer. You can focus on the positive and tidy up the space in your mind.

Along with your own negative thoughts, we all have situations that cause stress for us. Some of those are unavoidable like the line being especially long at the grocery store or the traffic being particularly congested when it rains. However, we should also explore ways we can remove frustrations from our lives that are a matter of choice.

Let's delve into some situations and, as we do, perhaps you can think of personal examples. First, there is a restaurant very near your house. Sometimes when you go, the experience is great; you have a good time and enjoy yourself. However, there is one particular waitress who is negative to the extent that her expression is constantly unhappy and even her voice shows little liveliness and vigor. When you eat your meal in this type of environment, it is bad for digestion and the mood lingers into your afternoon. You have a couple of options such as trying to ignore her, but instead, you can go to another restaurant down the street if you peer in the window and see her there. Another example could be that you are playing your favorite video game, and someone is typing vile things on the screen and it is impacting your mood. Most games have a block player function so you can return to having the pleasurable distraction that your game was designed to be. Lastly, training your mind away from self-destructive behaviors such as looking at your ex-partner's social media is vital to your path to success. This is an exercise in futility and will create bad feelings that will contaminate your path to success.

You can literally train your brain to stop obsessing over things that will cause feelings that will you stress inhibiting you from favorable outcomes. When stopping one behavior, it's important to replace it with something else that is better for you. Writing down goals you want to achieve is an important step to making them a reality. The fact that you have begun to remove negative thoughts from your mind, staying away from situations that cause anxiety which will rip thoughts of your goals from your mind and moved on to positive thoughts will leave you energized. Your mind is clear, and your thoughts are calm. Meditate on your goals and visualize yourself doing the steps that will take you to them. Is your goal to learn another language?

Visualize yourself purchasing a book and signing up for a class. See yourself making flashcards for yourself so you can quiz yourself on your vocabulary words. You have questions at the back of your chapter and the instructor assigns some of them to you. Envision that you decide to do all the questions because you want to get more practice and learn more. As you think deeply about this goal, you can make decisions such as assigning yourself moments where you will find someone to practice with and/or begin to think in your new language, perhaps for an entire afternoon.

With your freed up “disk space,” your brain is working faster, thinking ahead about your goals. You are giving yourself positive affirmations, so you are no long defeating yourself before you even set out to accomplish your goals. You are making plans that will take you closer to your goals.

Chapter 8 Mind Control-Techniques

Mind games may be something that you think you understand and are able to recognize in your daily life. And it is probably true that someone has tried to play these games on you, and you were able to catch on to them. However, a true manipulator is able to use these mind games in a way that can build up sympathy for themselves, without the victim ever realizing what is going on.

It is common to attribute a lot of normal behaviors to mind games. If someone is hinting that they have a surprise for you or they are teasing you, you may say that person is using mind games. In the world of dark psychology, this isn't really true. The intentions of the person who uses genuinely dark mind games are never friendly, positive, or good. Therefore, these innocent games, like surprises and teasing, are going to not fit this category right from the beginning.

If the innocent games that we usually associate with mind games don't fit in this category, then what actually constitutes a mind game? Mind games are going to be any type of psychological scheme on behalf of a manipulator towards their victim. These schemes are intended to play games with the willpower or the sanity of the victim.

This is seen as different from the other forms of manipulation we have discussed because the manipulator is toying with their victim. They probably aren't as invested in how this form of manipulation plays out compared to the other methods, and they don't really care about the severity of the situation.

A dark mind game is often one that the manipulator is just going to play for their delight or their amusement. The manipulator isn't going to have any regard for the wellbeing of the victim. Depending on the type of mind game, the intention will often be to test the victim and explore the psyche all at once. The best mind games here are going to be played without revealing the true nature of the manipulator ever being shown. This can really make it hard to detect the mind game, and it is very destructive once the manipulator decides to employ it.

What is the motivation behind these dark mind games?

The motivation behind the mind game can make the difference in whether it is seen as something positive or if it is part of dark psychology. The range of motivations that come with these manipulative mind games is going to be determined based on what the manipulator wants to do and who their victim is at the time.

One reason that a manipulator may choose to play mind games is to manipulate their chosen victim into performing a specific behavior or to get that victim to feel or think a certain way. The manipulator, with this case, may feel that the other forms of manipulation are not all that effective, and they may try to use something that is less obvious to their target, such as a mind game. The manipulator also has the choice to influence the victim in this way just because it amuses them and not because they are really trying to gain something out of the manipulation.

The specific types of influences that can be gained from playing these types of mind games will be explored here in a bit. But basically, these mind games are useful to a manipulator because they are going to reduce the amount of certainty that the victim has, and the psychological strength that the manipulator gains are very subtle and hard to see. Many times these mind games are going to be used in a way to achieve influence while maintaining the illusion of autonomy with that victim.

Influencing a victim is not the only motivation behind someone using mind games. Many manipulators will choose to play these mind games just to entertain themselves. They like and get pleasure from plotting out ways to impact the psychology of the victim, and they enjoy watching the victim succumb to their intentions. This is similar to what a sociopath may do. The manipulator is not going to see the other person, their victim, as someone who has feelings and thoughts. Instead, they will see them as a system that is there for the manipulator to learn about and use for fun.

Sometimes the dark mind games are played because they are a learned behavior, rather than as a conscious intent by the manipulator. This is when the manipulative individual has been exposed to these mind games throughout the course of their life, and they don’t know how to act in any other way. This may seem innocent, but it can be just as dangerous because they learned how to act this way and have developed even more methods to

really trick their victims into behaving a certain way.

Some Methods Used in Mind Games

Now that you know a bit more about the differences between regular mind games and dark mind games, it is time to explore the different types of mind games that a manipulator can use. The specific games can sometimes have innocent variants in them, but sometimes these variants are dark. Let's take a look at the different types of mind games that a manipulator may try to employ to get what they want from their victim.

Ultimatums

An ultimatum is when one person is able to present the other with a severe choice. It is often going to take the form of a demand such as "Do this… or this will happen." Some examples of how this may play out include:

- "Lose weight…or I will see other people."
- "Quit smoking…or I will leave you."

Ultimatums are like a request, but it has turned itself more into a demand. They pretty much leave the victim without any choice in the manner. With the example above, the other person will either have to lose weight or they won't be with the person they love any longer. They either need to quit smoking, or the other person is going to leave them. If the victim states that these ultimatums leave them with no choices, the manipulator can always come back and state that the victim had a choice, even though the manipulator knows this isn't true.

There are three factors that are going to determine if the ultimatum is considered dark psychology. First is the type of person who gives the ultimatum, the intention of the other person when giving the ultimatum, and the nature of the request or the ultimatum itself.

First, let's look at the person who is giving the ultimatum. If the ultimatum is a legitimate one, then the person who gives it may have a valid and genuine

care about the person they want to help. They may say something like "Lose weight…or you are going to end up with a lot of health problems in the future." There is still an ultimatum be cause something is going to happen to the victim, but they aren't saying it to be mean or to take away love and care

for the other person.

The motivation that comes with that ultimatum is going to be another important element of how you can understand it. Those who issue ultimatums with some good intentions will do it because they want to help make something better in the other person's life. These ultimatums are going to be issues with the intention and the purpose of helping the other person make a good choice and make positive life changes.

Judging the intention of these ultimatums can be difficult, which is sometimes why it is so hard to figure out if the ultimatum is dark or not. But with dark ultimatums, the request is often going to go against what is in the best self-interest of the victim.

The Eternal Breakup

One of the fundamental requirements for a good romantic relationship is that both parties need to have a feeling of contentment and security. People in happy romances or happy marriages are going to feel at ease and will not deal with a constant threat that the relationship is going to end at any time. Masters of manipulation understand these principles and will do everything in their power to invert them. By cultivating a sense of negativity, chaos, and instability in the relationship, the manipulator is able to keep their victim powerless for a long time.

So, what is the eternal breakup is a prolonged and persistent use of threatening to leave someone. This could be a promised, an implied, or an actual breakup that is never followed through on.

There is also a promised breakup. This is a step between the two types of breakups. This is going to happen when the manipulator issues a threat to their victim and then overtly states that they intend to break up with their victim in the future. The manipulator may resort to saying something like "I am going to leave you soon, and then I won't have to deal with this anymore." Any instance where the manipulator brings up the idea of a divorce, separation, or breakup, but they don't actually carry out this step is going to be a good example of the promised breakup.

Then there is the actual breakup that never occurs. This is the most severe option with the eternal breakup mind game. This is where the manipulator is actually going to break up with their victim without following through with

it. They may decide to pack their bags and leave, recognize that the victim is sad or uncomfortable, and then not follow through with it. They may even break up with the victim, without any intention of following through. They will then “accept” the victim back after the victim shows enough sadness or beginning.

The reason that this tactic works is that the victim has often been used and manipulated by the other partner for some time. They are often vulnerable and susceptible to the influence and the power of the manipulator. This makes them more eager to preserve the relationship, even though it has only a dark psychological playground that is fun for the manipulator but hard on the victim each day. If this type of mind game goes on for a long time, it can result in the victim developing trust issues and other options that are not so good for the health of the victim.

Hard to Get

This is another one that can be part of normal and healthy behavior, but then it can also be a part of dark psychology. An example of normal hard to get mind game would be the following: a person wants to seem like they are a bit of a challenge to someone they are interested in. They will decide not to be available all the time. This may involve them not accepting every suggested date, taking their time to reply to calls and messages, and other behaviors. The intention here is to make sure that the other person stays interested, and it can help to give them a happy and healthy relationship together.

But the dark psychological use of hard to get can be a lot more dangerous. Those who use this as a form of manipulation are going to play hard to get games at times other than at the beginning of the relationship. Their intention is not going to lead to a positive situation, and they don’t really care at all about the wellbeing of the other person. When this continues onto the later parts of the relationship, it can result in a manipulator in the relationship who is unreliable and very evasive.

There are a lot of different ways that the manipulator can choose to be hard to get outside of the relationship. They may decide to become unavailable or unreliable after the two partners made an agreement to be in a committed relationship. This is an inversion to what is seen in most normal relationships. When you meet someone and decide to be in a relationship with them, this usually means that you are both moving into the right direction and that you

become more reliable and available compared to the beginning. This does not happen when a dark manipulator is using the hard to get mind game against one of their victims in a relationship.

With a normal relationship, you will find that things are elusive at the start, but then they become firmer over time. A manipulator is able to artificially make the relationship firm in the beginning. This helps to force a sense of connection with their victim. Then, over time, they are going to become less and less available. This will happen once the victim is hooked and already attached to the manipulator.

When a person decides to play the hard to get mind game later on in the relationship, it is going to put the victim on the defensive and they will need to put in some extra work. The victim is going to work hard to reconnect with the manipulator, who seems to be pulling away from them.

The point of this is that all this work on the part of the victim is going to gratify the manipulator's ego and can place the power back in their hands. The professional manipulators are able to balance out their actions that make them hard to get with those that convey some reliability and closeness. And when they do this successfully, it is going to lead to a lot of deep psychological confusion and even some instability in the mind of the victim. This allows the manipulator to get in there and exploit the situation in any manner they would like, without the victim realizing.

As you can see, there are many different mind games that a manipulator is able to play against their victim. Depending on the type of relationship that they have with their victim and the end results they are trying to gain, the manipulator can use a combination of these techniques to force the victim to act in the way that they want. This can be really hard on the victim. They often don't realize that they are being used and toyed with until it is too late, and by then they are often so stuck in the situation that they can't really do much about it.

Chapter 9 NLP In Manipulation, And The Power Of NLP

NLP has been used in alternative medicine to treat illnesses like Parkinson's disease. It has also been used in psychotherapy, advertisement, sales, management, coaching, teaching, team building, and public speaking.

Yes, each one of these categories is a form of manipulation to some degree. You can't go to a class, the grocery store, or even a restaurant without being subject to some form of manipulation. No matter where you are you can't escape it. It's presents in advertisement posters, the tactic of that business salesclerk that stops you at the mall, the product placement in the movie you're watching, and everywhere else. However, instead of being afraid of this knowledge, you can use it to your advantage and redirect that manipulation as the wielder.

However, you didn't buy this to learn what other people can use NLP for.

You want to know the Benefits to yourself, correct?

Well to properly put NLP to use and manipulate people to do your bidding, you need to understand how NLP works and what steps you need to take to reach the final stage of persuasion. This explains exactly what you need to know step-by-step, beginning with rapport building.

Building Rapport with Someone

Just as a therapist begins their treatment plan by building rapport with their clients, you need to build a foundation of trust with the person you wish to persuade. You won't take a lot of advice from that therapist if they begin firing off life changes and new rules to follow the moment you sit down at your first session. You'll likely leave seconds, and that therapist's career won't last much longer. The same rules apply when you want to work manipulation on another person. It's important to be attentive and listen to what the other person is saying. Watch their body language and listen to their words. You'll need this information for the analysis, as what a person says

and how they act is vital to understanding them. Develop trust by behaving in an honest, and genuine way. Be warm and friendly so you're comfortable to be around. Every person is a little different, and each mind is made up of a series of events, situations, and experiences that make up who they are. Without some of this crucial information, you won't know exactly which strategies to use when the time comes to persuade them. To gain this information, you need to develop a relationship with them.

Listen and Watch

This is the most time-consuming step, as it is the basis of building the structure for the more intimate relationship you'll build. You will need to learn this person's body language, emotions, history, and reactions to stress. Body language is essential to NLP practices. Not only is it vital to the beginning, but knowing how to read body language comes into play all throughout the NLP process and any other psychological process. Luckily, the longer you build a relationship with someone, the easier it will be to know their tells, as they are developed from habit. Some people may be guarded around you, which will appear as tense or straight shoulders and back, not holding your gaze, or even fidgeting. This is a sign you aren't building the vital rapport. Before moving any further, this person needs to feel relaxed and warm around you. Watch for an open face, a relaxed smile, and some easy-going interaction such as light laughter. Stay away from heavy topics until this person is comfortable with you.

Watching for a person's emotions can be tricky, as people don't feel only one at a time. Their surface emotion, which is what you can easily read, is displayed on their face and in their body language. For instance, if a person is feeling irritated, their face will be tight, their eyes will be downcast, and they may cross their arms over their chest. What is below the surface, is often more complicated. Depending on how well this person has developed their ability to hide emotion, it may be guarded closely and well hidden. Emotions that are deeper can be loneliness, grief, or anxiousness. Getting to know these deeper emotions will take time, observation, and trust.

When it comes to emotions, the best place to watch is a person's eyes. Many have called eyes the gate-way to the soul and have done so with good reason. Emotion is often displayed in the eyes in some form. If a person is happy, their eyes are held more open and the extra light creates the sparkling illusion that is often referenced with happiness in eyes. If a person feels defeated or exhausted, their lids hover lower over their eyes, which will cause them to appear darker. The eyes will also show you how close your connection really is, as eye contact is a major indicator that people are genuine and listening to your words.

Enthusiasm is a key factor with persuasion. While getting to know someone, let some passion out. Those who are passionate about certain subjects appear

as natural leaders. When trying to persuade someone, you'll need to use a certain level of enthusiasm, however it shouldn't appear misplaced in the moment. When someone is speaking, show interest. This trait should appear when the other person is discussing their personal interests, as well as when you display your own. Express your passions. When you want to convince them on something, you'll need some of that intense passion to successfully sell them on your idea.

Stress responses, which are important to understand, appear in three different ways. Overcompensating, such as acting strong and unaffected during a time of grief, under compensating, which is the act of giving obvious tells of an emotion, and coping mechanisms. Overcompensating, and under compensating are universally similar and are usually east to spot. If you see someone acting abnormally happy in a less-than-happy situation, it's safe to say they are overcompensating. If a gloomy person is almost theatrical with displaying their sour mood, they are undercompensating. Both come out for varying reasons, and not everyone is aware they are doing it. Coping mechanisms, however, develop over time and usually occur from an act, or series of acts, of trauma. A common coping mechanism is pushing those away who may want to get emotionally close. This mechanism usually develops from the repeated act of betrayal, teaching a young individual that anyone who wishes to be loving to them has a darker ulterior motive and they cannot be trusted. Breaking through these barriers will lead to a deeper relationship and a closer connection. You'll also see a more open version of the other person, and their words will be more genuine. The way to do this is to be honest when this person least expects it and remain present. If the coping mechanism doesn't work, the person will eventually stop trying.

Act with Honesty

Giving the illusion of honesty and acting with genuine intent behind each action will cause you to appear real and trustworthy. Remember, surprise them by being honest when it is least expected. That way, you'll seem a genuine person by nature. By now, you should know this person's body language well enough to copy it as your own. Don't do so obviously, however, as it may appear mocking. Mirroring some of the other's body language will make this person more open to what you are saying without them consciously knowing it. You'll seem relatable as well, which will strengthen the connection you've been building. Another way to become

relatable is by sharing some personal information. When someone senses vulnerability in another, they will feel more inclined to become vulnerable in response. By now this relationship should be deeper and more intimate. You can begin using techniques of manipulation.

The word “manipulation” is often viewed as a negative word and filed strictly under the category of immoral. The sad truth is that manipulation often is used for morally wrong reasons and in cruel ways. However, the way manipulation is used depends entirely upon how you use it. You could use manipulation to help a person just as much as you can to harm them. For instance, I knew a person who had grown up with a broken relationship with her father. A year before he died, she learned that his time living was limited, however she made no indication that she was going to see or speak with him. Having already developed a close relationship with her, I knew her emotions were scattered on the subject, and her word choices such as “would have” and “might have” suggested a part of her wanted to speak with him and gain some closure about his parental choices. She was adamant about leaving things as they were and letting him pass without a word spoken between them. I offered her a similar story I had been through and emphasized how much healthier I felt as a person when I let all of my feelings out. I even reasoned that he might have an apology or explanation that might help her to understand him if she speaks with him. I emphasized that nothing he can say excuses his action, though understanding why they happened might help her move on.

At the end, she did have a conversation with him and has thanked me on multiple occasions, as she learned of his crippling mental illness.

Overselling a point, as I did, approaching the person in a relatable manner, and offering logical information are tactics that can persuade another to see your point as logical. Had I not explained my own personal story, she may have chosen not to speak with her father despite my logical points. I had used my persuasive skills to help her improve her own views on her father and offer some comfort before he passed on. Though my actions are viewed as manipulation, how I used it was Not immoral and, in some ways, also for a good cause.

There are gray areas when it comes to manipulation of course, as often the reason to persuade someone is because they don’t want to do as you suggest.

Sometimes, the only person who can make the judgement call on whether or not the act is morally sound, is you. Use these skills with your best judgement and plan out any consequences before you act so you don't end up with regrets.

Generally speaking, deception involves some type of cheating or trickery. While deception may not necessarily involve fooling someone into believing something that is not true, it may involve manipulating someone's perception of the situation around them.

A simple example of this could be tricking your boss into believe that you are sicker than you really are so you can get an extra day off. While you are not lying insofar as being sick, you are exaggerating the extent to which you are actually ill. In this case, there is a great deal of trickery even though you are being relatively forthcoming.

Deception is widely used by manipulators to get their way especially when the circumstances surrounding their plans don't favor them too well. Think about people who include false information on their resume in order to get a job or manipulators who pretend to be someone else when seducing a potential romantic partner.

The ways in which deception can take place are numerous.

Likewise, the motivations that a person may have can be quite abundant. The most important thing to keep in mind is that an individual may feel compelled to resort to deception when they feel that they are unable to get things on their own. This means that, when a manipulator estimates that they won't be able to achieve something by traditional means, they will resort to deception to achieve it.

Depending on the type of ruse, this can be a one-time affair meaning that they will get their way, but the end result will alienate them from the people they effect with their machinations. On the other hand, deception may be well-timed, meaning that the manipulator may be able to keep the ruse going for an extended period of time.

There have been cases in which manipulators can keep a deception going on for years without raises the slightest bit of suspicion.

Chapter 10 NLP Techniques

Affirmations and NLP

Start your day positively with daily affirmations. It is important to take time in the morning to think about what you like about yourself.

Remember that you are the only one that has the power to do what you want. If you want to achieve something, then instead of telling yourself that you will get there someday, you need to feel like you are already there.

Truly Envision yourself as the person you want to be and become emotionally involved with this idea. This is the secret to make things happen and make this idea become your reality.

Using NLP Patterns to Amplify Emotions

Imagine a situation where you have a favorite route you drive through each time you are going from home to your place of work (every day). This driving pattern becomes repetitive and sometimes, you do not have to place too much effort and concentration into it because well, you already know the drill.

It is kind of like autopilot for you and you take out this time to think of the tasks you need to complete at home, how your day went, and other things while your subconscious takes care of everything else.

Suddenly, you hear a loud sound and bam! A large tree has just fallen, and your path is obstructed. You slam the brakes and the car comes to a screeching halt. For the few seconds, you are sitting in your car wondering what just happened.

Your subconscious is not used to this situation; therefore, it does not know how to respond. At this point, you have to step in; your conscious mind has to take control and issues instructions detailing how to handle the situation. Your subconscious mind is great at running automatic patterns so that your conscious mind can handle other activities that need conscious handling.

When you are trying to alter some patterns (i.e. Paradigms), sometimes,

automatic habits, thoughts, emotions, and actions can create a problem and can easily stop you from going ahead. It is not as if you are not willing to change, but your subconscious mind keeps pulling you back, which then cause you to do the same thing repeatedly without achieving your goals.

Well, you have to understand that the subconscious mind is very strong but at the same time very poor at discerning and at decision-making.

Only the conscious mind has the ability to make decisions. As an NLP technique, pattern interruption forces your subconscious mind into a state where it waits for information from your conscious mind.

It helps you break habits and embrace new methods and changes. It helps you re-program your subconscious so that the subconscious becomes a messenger that receives instructions from the conscious mind.

Bad Memories (Dissolving)

We all have memories that surface at inappropriate times, making us feel uncomfortable and preventing us from giving our best. They are deeply rooted in our subconscious mind because we associate strong negative feelings with them. The whiteout technique will help you stop thinking about these memories.

First, think of a memory that makes you feel uncomfortable. It can be something embarrassing or humiliating or heartbreaking. Once you have a clear image established in your mind, turn up the brightness of the image quickly, so that the image goes white.

After this, pause for a second and think of something entirely different. Repeat the process in quick succession at least six or seven times, then pause to see what happens. When you think of the uncomfortable memory again, it will either whiteout by itself, or you won’t be able to see it clearly at all. Adding a sound effect to the whiteout process can help.

Make sure to pause between each cycle so that your brain doesn’t create a loop of the image and the whiteout.

Bad Memories (Exploding)

In life, there are good experiences, and there are bad experiences. Each of these experiences is captured in a recorder called “memory.” While the good experiences captured in your memory allows you to reflect on the good times,

the bad experiences in your memory often trigger fear. And when a bad memory is continuously triggered in your subconscious, it becomes a “chronic” phobia which may become a pattern.

Dr. Pourmansour in 1997 conducted a clinical trial on 42 individuals (21 females and 21 males). Each of these individuals was suffering from dental procedure fright and Dr. Pourmansour sought to cure their phobia using NLP.

Before the trial, he tested their phobia level using a state-fear questionnaire. He administered a single two-hour collapse-anchor session. He noticed a drastic drop in his patient's dental phobia level.

Dr. Huflejt-Lukasik Miroslawa adapted a short Neuro-Linguistic Therapy to a group. Her aim was to the group’s self-consciousness in the public. She measured their self-consciousness level using SKNS after which she administered a session once per week for a month. At the end of the month, she noticed a drop in the group’s self-consciousness level in public.

Because experiences are embedded in your subconscious, it is hard to wake up one morning and yank the unpleasant experiences out of your memory.

The best way in which you can get rid of bad memories is by using NLP, while other techniques will urge you to suppress your bad memories, or pretend they do not exist (they exist, why fool yourself?).

NLP gives you an insight into how you can best manage and replace your bad memories with good ones. In addition to that, NLP will teach you how to recall your bad memories in your subconscious without being overwhelmed with emotions. This, in turn, will allow you to view your past trauma in a dissociated way and learn from the process.

Bad memories on their own are not bad; however, HOW you perceive them affects you tremendously. Negatively perceiving bad memories give them the power and ability to haunt you like ghosts. The reason in which your bad memories get the “best of you” is because you recall it in an associated way. When you recall a bad experience, you associate with the emotional baggage that comes with it, and if you pay close attention, they are not so different from what you felt in the past.

How can you then get rid of bad memories?

NLP has a step-by-step strategy in which you can use to get rid of bad memories. The strategy goes thus:

•Pick A Specific Bad Memory: The first step to getting rid of bad memories using NLP is for you to identify a particularly bad memory to suppress. This will allow you to focus your effort and attain more success. Ask yourself, "which bad memory do I want to eliminate for good?"

•Set Up a Safe Anchor: The step is for you to trigger a safe anchor. Triggering a safe anchor will allow you to be relaxed and safe. It will also let you recall a specific bad memory without feeling tense and uneasy. To trigger a safe anchor, you need to be in an environment where you are safe and then recall a situation where you felt extremely safe. After the safe memory is in your subconscious mind, engage your sub modalities and anchor it kinesthetically.

•Picture A Blank Screen: After you have set up a safe anchor, picture a blank screen in front of you, imagine that you are in the blank screen and picture your image on it.

•Recall A Bad Memory: Put yourself in a relaxed state and recall a bad memory that you would love to change. Afterward, recall the specific memory and make it clearer using your sub modalities. When recalling this lousy memory, view it as an onlooker instead of a victim.

If you feel yourself getting overwhelmed with emotions, you can project the mental image of this bad memory on the imaginary screen in your mind. By doing so, you will detach yourself from any emotional entanglements that accompany this terrible memory.

Another way to recall a bad memory in a dissociated way is by remembering a younger version of yourself experiencing a bad experience. The "I am older and wiser now" feeling will allow you to observe the lousy memory at a safe distance.

•Step in: Imagine yourself stepping into the bad experience and encouraging your younger self. This act aims to make your younger self understand that you are not the same anymore. This, in turn, will dispel the effect that recalling your experience has on you.

•Future Pace: Merge your present image of yourself and that of your empowered younger self that is projected on a screen together. After you

have done this, the step is to recall the bad memory in your subconscious again. Do you still fear? Does it still haunt you? If it does, you will need to revisit each step.

NLP Sub-Modalities Belief Change

Some skepticism is healthy for everyone but it has to be kept under control.

If you're the kind of person that doubts everything you hear, you need to find a balance. For your persuasiveness to be effective, you have to believe that it is effective. The ideas in this are not your first-class ticket to instant wealth and overnight success, but they can be very instrumental in gradually expanding your ability to have influence over people around you.

Your words can be a powerful tool for good or for bad depending on HOW you use them and hopefully you will be able to use these strategies for the betterment of not just yourself but those who have the good fortune to interact with you, but remember that all of this starts with your initial practice. Simply by changing your mindset and your attitude about a many things of your life you'll realize how persuasion does have the power to change lives.

The human brain is a powerful and mysterious tool. It is the impetus behind every experience you have, every action you take, and every skill you develop.

Learning how to tap into it and utilize that tool can open the door to your subconscious mind and all sorts of opportunities.

Through study and research, we have come to learn that the brain is a never-ending learning machine and the more we understand about how it works the more questions we have.

The billions of neurons and connections that are at work in our mind are constantly being reinforced by the sensory input that we feed it every day. So, as you go about persuading yourself on a new viewpoint on life, you are in fact, creating a new reality about the things you interact with.

Over the years, our viewpoints change and what may be your belief system today was not the same system of beliefs you had twenty years ago and likely won't be the same in another twenty years.

Things change in people's lives based on what is important to them at the

moment. So, what would you like to change about yourself today? Once you've decided that, apply these persuasion techniques to yourself and see how skilled you really can be in this age-old art.

Many people achieve this by doing daily affirmations, since they influence and penetrate into your subconscious mind that drives and controls 97% of the actions of your everyday life, including your decisions.

The regular repetition of certain phrases and concepts can trick your mind into believing that they are actually true. Indeed, the subconscious mind does not have the ability to discern if an information of a data is true or not! This will reinforce your belief system as each time you do it, you are strengthening those neural pathways and creating entirely new habits.

Make a list of the things you want to change and start reinventing yourself first. And do this constantly with repetition, every single day, multiple times a day .

This way, when you are ready to become and have an influence in other people's lives this skill will be second nature to you.

NLP Fast Phobia Cure

In NLP, this technique goes by the common name dissociation.

Dissociation is a very effective NLP technique used to eliminate traumatic memories that create phobias. For instance, Acrophobia (a phobia for heights) may be because of a high fall you or someone experienced in the past. Zoophobia (the intense fear of animals) may be because of an experience where you saw or watched an animal attack or kill someone.

You can use Dissociation to cure phobias by reprogramming your brain to give a different response to the object of your phobia. Dissociation helps separate the mental pictures you have in mind from the associated feelings. It helps facilitate a safer, much more relaxed state, and a different perspective that helps you change your perspective about certain things.

Dissociation reprograms your brain by creating a new perspective that limits the triggering of the fight or flight response you have towards the object of your phobia.

NLP Hypnosis and Meditation

For many people, hypnosis and trance summon up images of swinging watches, covert influence and people acting against their wills.

Pick up any serious on hypnosis, or go to any serious hypnotherapy course, and you'll learn that there are many myths surrounding hypnosis and trance which are based on fear rather than reality.

Here are a few ideas about hypnosis that you may wish to confirm for yourself.

First of all, anyone can be hypnotized. People who think quickly tend not to respond to the slow paced, traditional trance induction as they get bored and distracted halfway through. They respond better to fast inductions using pattern interrupts and suggestions.

Basically, we can say that anyone can be hypnotized because everyone spends some time in a trance, every day. And by 'trance' I simply mean a 'heightened focus of attention'.

It's even possible to say that we live in a trance. Typically, our days comprise both attention to the outside world and the daydreaming, thinking and remembering that are all trance states. Essentially, a trance state is where one or more of your senses are directed inwards. Every time you remember a telephone number, think about what happened yesterday or worry, your senses are directed inwards and you partially disconnect from the outside world.

A deep trance is where all of your senses are directed inwards, although even in a deep hypnotic trance you will still hear the hypnotist's voice or a fire alarm. At worst, it will be like being woken up from a deep sleep.

The magicians and witches of the middle ages were probably hypnotists. Magical spells and enchantments were most likely trances, exaggerated by fear and mass hysteria. In a modern world where science and television have banished the myths and legends of our ancestors, the reality of hypnosis is much different, although the fears and doubts are much the same for some people. In some parts of the world, witchcraft is still a very powerful social motivator.

So, the use of trance is natural and ethical, when you have your client's full participation.

When were you most recently in a trance today?

When did you most recently put someone else into a trance, accidentally?

Six Step Re-Framing

The NLP Framing technique draws upon the idea that how you perceive everything depends on your point of view. Framing involves trying to change the meaning you attach to a thing by trying to change its context or setting.

For instance, a person trying to annoy you can seem funny so that, rather than becoming angry, you can start laughing at what the person is doing. The meaning you attach to events and things happening around you is dependent on how you frame it.

You can use your responses and behaviors to change the meaning. Dressing as a skeleton to a Halloween party and dressing the same way to a burial would cast different perceptions even though it is the same costume and the same person wearing it.

NLP reframing helps you change how you see and perceive things happening around you so you can behave in a different way. You can get people to see things differently by reframing events and communication differently to get a different response. By using this technique, you can keep calm in the face of fear and maintain your cool when you should be angry or losing your temper.

To use this NLP technique:

1. First, identify a behavior you consider negative or troubling; a behavior or feeling you would like to eliminate from your persona.

2. Now try to establish a communication with the part creating the behavior or response. This could be a sensation in your body, a picture of another person, a specific sound, or voice: anything that triggers the negative behavior or feeling. Write down both the behavior and any triggers associated with it.

3. Ask yourself what exactly you want- what would you rather feel instead? How would you rather behave? You have to recognize the difference between the feeling/behavior and your intended one.

4. Tap into your creativity to find out three alternative ways you would rather

feel or behave instead of the current negative one or some alternative ways to get your intended outcome.

5. Evaluate your new choices and determine whether they are acceptable or not.

6. Check for objections with other parts. Sometimes, when you change an ingrained behavior or pattern, it affects other parts or aspects of your life. You have to ensure your new choices and desired change do not have unintended consequences.

The framing technique helps you tap into your inner resources so you can behave in a way than is far different and superior to your normal way of thinking. Write down any reflections and results from using this technique.

Brain washing

Now that we know where brainwashing started, let’s look at the definition of the term. Brainwashing can simply be defined as a process where a person or a group of people make use of some underhand methods to talk someone into changing their will to that of the manipulator .

When discussing this topic, it is important to delineate between honest persuasion and brainwashing, as there are several ways that people persuade one another these days, especially in the field of politics.

A very easy way that people persuade others to conform to their will is by stating a few things that could typically induce a yes response from the target. They then use some statement of facts as the icing on the cake. At the end, they state what it is that they want people to do. For example, consider the speech below: “Are you tired of paying exorbitant fares for your child's schooling? What about the rising prices of gas and power supply? Are you concerned about the constant riots and strikes? Well, a good point to recall that the government has mentioned the country is gradually drawing close to recession and that the prices of fuel will continue to rise as they are seeing the greatest drop in the economy since the end of the civil war. If you want the country to change for the better, vote democrats." The truth is that you may not want to agree with the fact that these are brainwashing techniques which may come off as subtle persuasion and that they are techniques in the hands of manipulators.

Some of the common manipulation techniques that you should watch out for include:

Isolation:

When trying to brainwash a person, one of the first things usually done is the isolation of the victim from their family, friends and loved ones. This is to ensure that the victim will not have any other person to talk to besides the manipulator. So, the victim will get all their ideas and information from the manipulator while avoiding any likelihood of a third party stepping in to ask what is going on.

Attack on the victim's self-esteem:

Since the manipulator has successfully isolated the victim, he must look for a way to break his will and self-esteem. They will then use the process to begin to rebuild the victim in whatever image they wish to. The only way a person can be brainwashed is if the person manipulating them is superior to them. This attack on the person's self-esteem would manifest in the form of intimidation, ridicule or mocking the victim.

Mental abuse:

The manipulator will try to brainwash their victim by putting them through a phase of mental torture. They will do this by telling lies to the victim and making them feel embarrassed by telling them the truth in front of other people. They can also bully these victims by badgering them and not leaving room for them to have any form of personal space.

Physical abuse:

Manipulators understand there are many physical techniques that can be used to brainwash the victim. These techniques include depriving the victim of sleep and making sure that they stay cold, hungry or causing bodily harm by exhibiting violent behavior towards them. The manipulator can also make use of some much more subtle ways like increasing the noise levels, making sure that there is a light that is always flickering on and off or raising or lowering the room's temperature.

Playing repetitive music:

According to a study, if a person plays a beat repeatedly, especially a beat that has a range of about 45 to 72 beats each minute, it is possible to

introduce an extremely hypnotic state. This is because repetition is much closer to the rhythm that comes from the beat of the heart of a human being. This rhythm, however, can cause an alteration to the consciousness of the person until they reach what is known as the Alpha state, which is where the person becomes 25 times more suggestible than he would ordinarily be when they are in a Beta state.

Allowing the victim to only have contact with other brainwashed people: When the manipulator is brainwashing a person, they ensure that the victim does not encounter any other person/people besides those that are already brainwashed. This is to create room for peer pressure. The truth is that everyone desires to be liked and accepted. This is more prevalent when a person is a new member of a group. In such a case, the person will typically adhere to and promote things that the other members are saying which will secure them a space with their new company.

Us vs. them:

This also has to do with the possibility of being accepted by a group. The manipulator makes the victim feel like there is an “us” and a “them.” So, they are offering the victim a chance to choose the group they wish to belong to. This is done to gain absolute loyalty and obedience from the victim.

Love bombing:

This technique has to do with attracting the victim to the group through physical touch and by sharing some intimate thoughts with the victim. Emotional bonding is also used in this technique through a show of excessive affection as well as constant validation.

All the above mentioned are a few ways to brainwash a person. Once a person is brainwashed it is usually very difficult to get them back to normal. They develop more rigid neural pathways than other people and this could be an indication of why it is always very hard for a brainwashed person to double check their situation by rethinking it once they have been brainwashed.

Body language and General Overview on Techniques

The power of persuasion means nothing more than using mental abilities to form words and feelings used to convince other people to do things they may or may not want to do spontaneously. Some people are more capable to

persuade than others and some people are easier to persuade then others.

The ease of persuading other people is directly connected to their current mental or emotional state. Someone who is lonely or tired is easier to persuade, simply because their defense mechanism is lowered. Someone who is momentarily needy may be easier to persuade than someone who has a strong sense of self-worth. People who are at a low point in their lives are easy prey for others who might try to persuade them to do something they might not usually do.

The first step in persuasion involves the idea of reciprocating. If a person does something nice for someone else, then the receiving usually feels the need to do something good in return.

As an example, if someone helps their elderly neighbor carry in groceries from the car, that neighbor might feel obligated to bake homemade cookies for that person. A coworker who helps complete a project is more likely to receive assistance when it is needed. Many people do nice things for others all the time without expecting anything in return. The person who does nice things for people and then mentions some little favor that can be done in return may be someone to watch closely. He or she lacks in genuine purpose.

There are ways to improve the power of persuasion. Just like any other trait, it can be made stronger by following a few strategies and by regular practice.

Did you know that your body speaks more eloquently than words? Body language is at work constantly whether you are aware of it or not. When you want to master the art of persuasion, you need not only to understand (and read accurately) body language, but also learn to use it to drive your point home.

Body language is a mix of hand and facial gestures, posture and overall appearance. You can decide to use these to your advantage, and you will make people to do what you want without them realizing that you are actually controlling the outcome of the discussion.

Why people are persuasive

What makes a person convincing? Why are they persuasive, and you aren’t? There is no single, short answer to that question.

Confidence is the absolute most important aspect when it comes to persuasion.

There's no doubt it's been scientifically proven that it's easier to persuade people when you're confident, when you believe in yourself and trust the message you are passing to the other person. That's because through your attitude, people convince themselves you you're an authority on the topic and they'll listen to you, because they have no knowledge or experience, but you seem to have both.

In this framework, it's also crucial to understand that humans are doubtful creatures. We're not very confident and we don't really believe in our own abilities or even experience, so when someone comes along and appears to be confident and to know more, we follow them like a herd of dim sheep.

Persuasion is just as much about the impression you leave upon people as it is about your actual skill. Like many other times in life, appearances are more "real" than actual reality, because that is all other people will ever know about you. It doesn't matter if deep inside, you're insecure or you don't really think you know what you're doing.

On the outside, you're this dazzling, confident creature that can persuade anyone into anything because you've mastered all the important contributing factors: confidence, eye contact, body language, manner of speaking, tone, facial expressions, as well as your general demeanor.

Confidence

How do you think so many scammers make a living?

Now, I'm not advocating that you try to trick people, but I am simply suggesting that we have to work on our confidence. You'll notice that every single person you find convincing has some sort of authoritative stance. It's like their presence demands attention and respect.

Eye contact

Eye contact is a classic, natural display of dominance. It's a technique that's even present in the animal kingdom. Be extremely mindful when it comes to "using your eyes" since they are the first tool you can use during an encounter and the way you decide to use them can determine the outcome of such a meeting. Eye contact can intimidate, eye contact can attract and push

your imagination, create desire and interest, use them consciously and effectively.

Body language

Do you know how often people underestimate body language, or just ignore it outright? Body language is an incredible tool for persuasion. People are always advised to display open body language, like facing your audience, making sure not to keep your arms crossed against your chest, keep your palms open, and all sorts of little tips that we'll discuss at length.

What you maybe haven't heard is that in order to be effectively persuasive, you also need to take note of and use the body language of the person you're talking to. You need to observe carefully your counterparty and by detecting his/her body language predict his/her attitude towards you in real time.

Manner of speaking

Your choice of words is overwhelmingly important when attempting to convince someone, because it must be very deliberate. There's a clear strategy behind verbal persuasion, and it relies on appealing to the person's emotions.

The way you speak and what you say are both equally important, because even though your message may be perfect, if the delivery is lacking, it won't do much good. We've already established that speaking with authority is half the battle, but you also have to speak the right words, in order to win it. If your aim is to persuade, go to the meeting fully prepared about the topic and try some rehearsal before that, so you will have the possibility to observe the counterparty attitude and response while you are talking, in real time, and adjust your speech and body language.

Tone

Continuing on the idea that the way you say things is vastly important, let's talk about tone and why it matters. In fact, I lied when I said tone and message are equally important: tone weighs much more on a person's impression.

If someone has a very somber voice, a serious, measured tone, and an equally severe facial expression, it almost doesn't matter what they're saying – you're going to assume it's grave and important; the actual words or what they mean matters less. A joke told with a serious tone is not perceived as funny at all.

Facial expressions

Facial expression goes hand in hand with body language and eye contact and is similarly important to tonality. Creating the impression that you mean what you say involves your face, because it will be the very first to betray you or, on the contrary, help you enforce your message.

What you can obtain through persuasion

Persuasion is a very powerful and very valuable skill that everyone should have and learn how to master and use in a positive constructive way. It comes in handy throughout your life in virtually any aspect of your existence, from sweet-talking your way into free movie tickets to convincing your boss you deserve a raise.

Your relationship with your spouse

Far from being unfair or manipulative, having the ability to convince your significant other can actually improve your relationship because you can have less discussions about your disagreements and lack of compromise. Now you can use all that extra time and energy implementing your superior decisions.

Your relationship with your kids

Persuasion skills and indisputable power and authority to convince your kids to actually listen to you and follow your advice is an essential educational tool. Master daily affirmation about your parenting abilities, work on your confidence when talking to them, use eye contact and body language in the most difficult moments to attract their attention and stop their negative

behavior. You will realize that your mental attitude will lead and guide your body language. Guide your thinking and master it to obtain the highest level of positive persuasion with your children.

Your relationship with your friends

We all have that one friend who always makes terrible life choices, and no one can get through to them and steer them towards the right path…except you, that is. If you have influence and persuasion skills, don't keep them for yourself. Use them for good, not evil.

Get paid what you deserve

Negotiating falls under persuasion, absolutely everyone should master this skill. You need to have the ability to convince your 'opponent' that you deserve an increase and you should have it.

This advice mostly applies to the workplace, where – let's be real – no boss will ever willingly part with their money and hand it over to you. This is the reason why you must convince them to do it. You've earned it, you deserve it, and it's rightfully yours. You have to ask for it, but you have to know how, and persuasive skills help with that.

Start with your daily affirmations about the concept of abundance and being enough to prepare your mindset; "you deserve more and are made for more" and it is just to your counterparty, your boss, to accept it and see it. Master daily affirmations to prepare your subconscious mind to fully accept this idea you are more and deserve more.

Prepare yourself for the meeting and visualize the situation, get emotionally involved, experience the conversation and feel it, this will help you prepare to get out of your comfort zone.

Work carefully on your body language, make straight eye contact at the beginning of the meeting and use a soft but precise tone, outdistance the words, the sentence and prepare the speech so that the "opponent" will perceive and feel your confidence.

Earn the trust and respect of your boss

You can accomplish that by becoming their go-to person. Offer your bright ideas, come up with solutions to problems the company is facing, persuade them to implement your suggestions and that they're the contribution the

company needs right now. In time, you will reap the rewards when your boss comes to consult with you first.

Be a good leader to your colleagues

Your persuasive abilities will prove to be invaluable and will bring you to a position like this if you want people to respect you, your work, and your ideas. It should be obvious for everyone that your way is the right way and there will be minimal dissent if you have the necessary influence over them.

Get important information

If you can talk the talk well enough, you can basically convince anyone to tell you anything. Preferred customer sales dates from sales attendants, and even gossip from your friends, you get the idea. Sweet talk yourself into perks and valuable info. Follow the steps above listed and when it comes to the meeting with people, remember not to ask direct questions, but let me talk about the topic and be aligned with the interlocutor without being assertive or disruptive about the topic otherwise the person will never open up and a rapport will never form

How to Persuade People

The ability to influence someone during a conversation and make them take a decision is necessary in order to become one of the most important people in the world today.

This ability is useful in business negotiations, and in everyday life.

In general, the impact on people is not so obvious. The basic idea is that people’s behavior is often guided by their subconscious simple desires. And to achieve your goals, you need to understand the simple desires of people, and then make your interlocutor passionately wish for something.

It should be noted that in order to influence people you should NOT try to impose or force them to make a hasty decision, or to go for something they did not even consider.

The first step is to try to reach a mutually beneficial cooperation.

If you are willing to put yourself in the shoes of another person from whom you want to get something and understand his/her thoughts, then you do not have to worry about your relationship with the person.

The secret lies in the ability to help the self-affirmation of the interlocutor.

What does this mean?

We have to make sure that your companion looks decent in his own eyes. He needs to feel at ease, you need to be able to establish a rapport whereby the person feels she/he can trust you. The person needs to feel she/he can trust you and establish a rapport, that he can open up himself to his interlocutor without feeling that the latter has a specific expectation on him.

Moreover, in order to have influence and control over another person, you must know their personality and behavioral traits. Most importantly, learn how to use this knowledge to master the specific methods and techniques of influence and control the behavior of the other, on the basis of his outlook, character, personality type and other important psychological features.

To help people to look beyond the limits of consciousness, professionals use a variety of methods and techniques. One of the most effective of these is hypnosis.

This method can directly influence the psyche, whose essence consists of the introduction of human narrowed state of consciousness, makes it is easy to control someone else's suggestion and management.

The ability to manage people, primarily, is to combine the knowledge of human psychology and their personal characteristics. They help to change their own behavior so that this change will cause the desired reaction in others.

Try to be more observant while communicating; it will help you better understand the individual psychological characteristics of the interlocutor. Based on this knowledge, try using the following methods and techniques that will help you manage people correctly and efficiently.

Conclusion

So we only have one exercise when it comes to mastering conversational hypnosis. The exercise is very simple and very straightforward to do.

For the next twelve months, I want you to go out there and communicate and influence thousand people in a context of normal, everyday actions. Now, this is actually a lot easier to do than you might at first think. Just do the math for a moment. If you interact on average with just five people a day during an average week that means you will have interaction with 25 people by the end of the week.

So, you multiply that by 50 weeks that you might be working, and you will have reached your target, hypnotizing a thousand people by 40 weeks. That is not even a year before you have done it! That means you have to be disciplined in the sense that you just have to make sure that you add a few little elements of each hypnotic induction into every one of those interactions.

But here is the beauty of this.

Even if it takes you a hundred hypnotic conversations, a hundred hypnotic interactions before you master each step along your path to mastery, then you will have reached the level of a master of the hypnotic arts before you have finished one year.

That means by this time next year, not only just be a master hypnotist, you will have moved and improved your life in so many different ways and you will be hugely influential and persuasive. So why not take the time right now to start?

Your first person is waiting right outside your room or around you. So you may as well begin with this exercise right now.

So, congratulations!

We have come to the end of the entire Conversational-Hypnosis Program.

It has been a long time and we have covered a lot of ground. You have gone

from knowing very little about hypnosis to know a huge amount.

You probably know more about hypnosis now than most of the experts out there.

And I sincerely hope you continue improving and learning your skills as time goes by.

Now, I have really enjoyed our journey together and I would really like to thank you for giving me this opportunity to share these skills and ideas with you.

And I really hope to get the chance to speak with you again.

Now we have spent a lot of time together, and if you have been doing all the exercises when we have been discussing in this book, then by now you should have had all kinds of wonderful experiences, improvements in your life, and wonderful coincidences as you manage to become more influential and persuasive.

I am always interested to hear how people have been using these skills and how it has improved their life.

So, if you want to contact me to ask about another event, or just to tell me about how you have improved your life with these skills, then we are always delighted to hear from you.

Until the next time that we get a chance to meet and talk again, I wish you every success and I hope you…

No matter what you do, I know that you will live a happier, healthier and wealthier life!

To Your enlightened Success!! !